Form No. DMB 234 (Rev. 1/96) AUTHORITY: Act 431 of 1984 COMPLETION: Required PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET PURCHASING OPERATIONS P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

July 24, 2007

NOTICE OF

CONTRACT NO.

071B7200308

(replaces 071B9000378)

between THE STATE OF MICHIGAN

and

| NAME & ADDRESS OF VENDOR | | TELEPHONE: Michelle M. Zgliczynski |
|--|----------------|------------------------------------|
| Sprint Solutions Inc. | | (517) 775-3564 |
| 2001 Edmund Halley Drive | | VENDOR NUMBER/MAIL CODE |
| Reston, VA 20191 | | |
| Attn: Law Dept. – Public Sector | | |
| | | BUYER/CA (517) 335-4804 |
| NAME AND ADDRESS FOR SPRINT INVOICE REMITT | TANCE: | Douglas S. Collier |
| JP Morgan Chase | | |
| PO Box 219554 | | |
| Dallas, TX 75320 | | |
| Attn: Rit Logan (Phone 972-405-6076) | | |
| | | |
| NAME AND ADDRESS FOR NEXTEL INVOICE REMIT | TANCE: | |
| Nextel West Corp. | | |
| PO Box 4181 | | |
| Carol Stream, IL 61097-4181 | | |
| | | |
| | | |
| Email: Michelle.M.Zgliczyn | ski@sprint.com | |
| Contract Compliance Inspector: Jack Harris | | 074754455 |
| Sprint/Nextel Communication Unit | | |
| CONTRACT PERIOD: From: July 23, 2007 | | To: December 31, 2007 |
| TERMS NA | SHIPMENT | NA |
| F.O.B. | SHIPPED FROM | NA |
| NA | SHIPPED FROM | NA |
| MINIMUM DELIVERY REQUIREMENTS | | INA |
| WIIMINION DELIVERT REQUIREMENTS | | |
| MISCELLANEOUS INFORMATION: | | |
| THEOLEE WELLOW HAT ONWINGTHEIR | | |
| | | |
| L | | |

Estimated Contract Value: \$2,800,000.00 Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice,may be considered in default
of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET PURCHASING OPERATIONS P.O. BOX 30026, LANSING, MI 48909 OR

530 W. ALLEGAN, LANSING, MI 48933

December 13, 2006

CHANGE NOTICE NO. 24 TO CONTRACT NO. 071B9000378 between THE STATE OF MICHIGAN and

| NAME & ADDRESS OF VENDOR | | TELEPHONE Richard |
|--|------------------|-------------------------|
| | | VanBuskirk |
| Nextel West Corp. | | (810) 217-0479 |
| dba Nextel Communications | | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | | (2) 84-1116272 (016) |
| Farmington Hills, MI 48334 | | BUYER/CA (517) 335-4804 |
| richard.vanbuski | rk@nextel.com | Doug Collier |
| joel.b | ell@nextel.com | |
| Contract Compliance Inspector: Jack Harris | | |
| Nextel Communication Units/Train | ning/Service - A | All State Agencies |
| CONTRACT PERIOD: From: February 16 | 6, 1999 | To: August 1, 2007 |
| TERMS | SHIPMENT | |
| Net 45 | | As Required |
| F.O.B. | SHIPPED FROM | |
| Delivered/Install | | N/A |
| MINIMUM DELIVERY REQUIREMENTS | _ | |
| N/A | | |

NATURE OF CHANGE (S):

Please see attached contract change which provides additional discounts and noted terms.

Please note that contract administrator has changed to Jack Harris (517) 241-7565 and that the buyer has changed to Doug Collier.

All other terms and conditions remain the same.

AUTHORITY/REASON (S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.40

CHANGE NOTICE #22 CONTRACT No. 07B9000378

Customer Name: State of Michigan, Department of Management and Budget

Address: Lewis Cass Building 320 South Walnut Street

> P.O. Box 30026 Lansing, MI 48909

This Change Notice 22 is made this 31stday of July 2006, and the initial term shall commence as of full execution of this agreement (the "Effective Date"). This Change Notice is attached to and forms a part of Contract No. 071B9000378 by and between Nextel West Corp. d/b/a Nextel Communications ("Nextel") and the State of Michigan, Department of Management and Budget ("Customer") dated February 16, 1999 and as subsequently amended (the "Agreement"). Customer and Nextel may be identified individually as a "Party" or collectively as the "Parties." Capitalized terms not defined in this Amendment or its attachments will have the meaning specified in the Agreement. For Sprint PCS Products and Services, the provisions of this Amendment will control over any conflicting terms of the Agreement.

The Parties agree as follows:

- 1. Customer and eligible Employees may purchase the Products and Services described in Attachments 1.0, 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 2.0, 2.1, 2,2, 2.3, 2.4, 2.5 2.6 and 3.0 through Nextel's corporate affiliate, Sprint Spectrum L.P. ("Sprint PCS"). Sprint PCS agrees to the terms and conditions of the Agreement as amended by this Change Notice. Attachment A to this Change Notice spells out additional terms and conditions relating specifically and exclusively to Sprint PCS Services.
- 2. The discount structure under the Agreement is revised to provide the following discounts during the Term:

State of Michigan Service Rates:

- A. 25% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.0;
- B. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.2;
- 25% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.4;
- 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.5;
- E. 25% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.6.

2.2 State of Michigan Equipment and Accessory Rates:

- A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 39% discount off the National Promotional Price.
- 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
- C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2,6

2.3 Michigan Local Government Service Rates:

- A. 25% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.0:
- 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.2;
- 25% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.4;
- D. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.5;
- E. 25% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.6.

2.4 Michigan Local Government Equipment and Accessory Rates:

- A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 39% discount off the National Promotional Price.
- 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
- Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6.

State and Local Government Employee Service Rates:

- A. 15% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.1;
- B. 15% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.3;
- 15% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.7;
- 15% discount off Sprint PCS' CDMA monthly data rates as listed in Attachment 1.8;
- E. 15% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.9.

- 2.6 State and Local Government Employee Equipment and Accessory Rates:
 - A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 27% discount off the National Promotional Price.
 - B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
 - C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6.
- 3. The Agreement is amended by adding the following attachments:

Attachment A: Sprint PCS Wireless Services

Attachment 1.0: Nextel iDEN Monthly Service Voice Rate Plans — Government-Liable Accounts Attachment 1.1: Nextel iDEN Monthly Service Voice Rate Plans — Employee-Liable Accounts

Attachment 1.2: Sprint PCS CDMA Monthly Service Voice Rate Plans — Government-Liable Accounts

Attachment 1.3: Sprint PCS CDMA Monthly Service Voice Rate Plans — Employee-Liable Accounts

Attachment 1.4: Nextel iDEN Monthly Service Data Rate Plans — Government-Liable Accounts

Attachment 1.5: Sprint PCS CDMA Monthly Service Data Rate Plans — Government-Liable Accounts

Attachment 1.6: Nextel iDEN Blackberry Monthly Service Rates and Equipment — Government-Liable Accounts

Attachment 1.7: Nextel iDEN Monthly Service Data Rate Plans — Employee-Liable Accounts

Attachment 1.8: Sprint PCS CDMA Monthly Service Data Rate Plans — Employee Liable Accounts

Attachment 1.9: Nextel iDEN Blackberry Monthly Service Rates and Equipment — Employee Liable Accounts

Attachment 2.0: Nextel iDEN Equipment — All Accounts

Attachment 2.1: Nextel iDEN Ruggedized Equipment — All Accounts

Attachment 2.2: Nextel iDEN Specialized Equipment — All Accounts

Attachment 2.3: Sprint PCS CDMA EVDO and Multimedia Equipment — All Accounts

Attachment 2.4: Sprint PCS CDMA PDA and Camera Phone Equipment — All Accounts

Attachment 2.5: Sprint PCS CDMA Connection Card Equipment — All Accounts

Attachment 2.6: Sprint PCS CDMA Basic Data and Voice Equipment - All Accounts

Attachment 3.0 - Nextel iDEN Accessories - All Accounts

- 4. To facilitate contract administration, the parties agree that Sprint Solutions, Inc. may sign on behalf of the Sprint PCS and Nextel entities providing the Products and Services. Sprint Solutions, Inc. represents and warrants that it has the requisite authority to sign on behalf of, and bind, the applicable Sprint PCS and Nextel entities to this contract. Nextel and Sprint PCS will provide the Products and Services as identified in the applicable pricing attachments.
- 5. All other terms and conditions in the Agreement, not amended by this Change Order, will remain in effect. Alterations to this Amendment will not be valid unless accepted in writing by authorized designees of all parties. To become effective, this Amendment must be:
 - Signed by a Customer representative; 5.1
 - 5.2 Delivered to Nextel on or before May 31, 2006; and
 - 5.3 Signed by a Nextel officer or authorized designee.

STATE OF MICHIGAN, DEPARTMENT OF MANAGEMENT AND BUDGET

SPRINT SOLUTIONS INC.

| Ву: | Authorized Signature | Ву: | Authorized Signature |
|--|----------------------|--|---------------------------------|
| Date: | | Date: | |
| Name and Title: (please type or print | t) | Name and Title: (please type or print) | H. Leon Frazier Vice President |
| Address: | | Address: | 2001 Edmund Halley Drive |
| | | | Reston, VA 20191 |

| | Page 2 of 5 | |
|----------|---|--|
| 202055v1 | SPRINT CONFIDENTIAL & PROPRIETARY INFORMATION | |

ATTACHMENT A

SPRINT PCS WIRELESS SERVICES

- 1. PROVISION OF SPRINT PCS PRODUCTS AND SERVICES. Sprint Spectrum L.P. provides the Sprint PCS Products and Services operating on the Nationwide Sprint PCS® Network listed in the Agreement. Customer must comply with the Wireless Services Product Annex, and if applicable, any other Sprint PCS Product or Service-specific terms and conditions, which are incorporated into this Agreement as posted to www.sprint.com/ratesandconditions as of the date Customer signs this Agreement. All terms and conditions in this Attachment only refer to Sprint PCS Active Units operating on the Nationwide Sprint PCS Network, unless otherwise specified.
- SPRINT PCS AFFILIATES. Pricing in this Attachment may not be available to Active Units activated in Sprint PCS Affiliate Markets.
- 3. BUSINESS PLANS. Business Plans come in the bundles described in Attachments 1.2, 1.3, and 1.5 or Customer may add services to the bundles for additional MRCs. Each Business Plan is also eligible for the Service Pricing Discount in this Agreement. Pricing in this Attachment may not be available if a business sales agent or any other third-party sales agent is involved in the transaction in any way.

4. SERVICE PRICING DISCOUNTS.

4.1 Effective Date of Discounts.

- A. For new Active Units (defined as an active piece of wireless Product that Customer enrolls in a Sprint PCS Business Plan under the Agreement), the discounts identified in this Change Notice apply as of the Effective Date of the Change Notice.
- B. For Active Units activated under pre-existing agreement(s) between Sprint PCS and Customer, Sprint PCS will apply the new discounts no later than sixty (60) days after the Effective Date of the Change Notice.
- 4.2 Application. Unless otherwise stated in the applicable pricing attachment, Service Pricing Discounts apply to net monthly recurring charges ("Net MRC"). Service Pricing Discounts apply to all Sprint PCS Business Plans listed in this Agreement and promotional rate plans that Sprint PCS may offer on a limited time basis. Net MRCs exclude applicable taxes and surcharges.
- 4.3 Eligibility. Only Customer-Liable and Employee-Liable Active Units that are included in Customer's Sprint PCS account hierarchy are eligible for Service Pricing Discounts. It may take up to 2 invoicing cycles to move pre-existing Customer-Liable Active Units to the same invoicing cycle in order to start receiving the Service Pricing Discount. The Service Pricing Discount is not available to Customer's contractors, suppliers, and non-government, non-authorized agencies working with or for Customer.
- 4.4 Employee Discount. New and existing Employee (a/k/a Individual-Liable) Active Units may receive the Individual-Liable Service Pricing Discounts disclosed in the Change Order for the Rate Plans identified in Attachment 1.3 or any other commercially-available consumer rate plan at the time of enrollment under the Agreement. Employees must sign a Sprint PCS consumer subscriber agreement and provide satisfactory proof of employment to Sprint PCS before receiving the discount. Customer and Sprint PCS will develop methods for employment verification. Upon termination of the Agreement for any reason, or upon Employee's termination of employment with Customer, Sprint PCS may cease applying the Individual-Liable Service Pricing Discount. Employees are eligible to receive any commercially-available wireless device discounts at the time of purchase.
- 5. PROMOTIONS. Prices do not reflect the application of promotions, offers, or discounts, including Customer's Service Pricing Discount, and may not apply if a third party sales agent is involved in the transaction in any way. Sprint PCS promotions, offers, or discounts may not be available with certain Business Plans at Sprint PCS's sole discretion. If Customer is eligible for and selects a new Business Plan offered after the Commencement Date of the Agreement, (a) Customer's Service Pricing Discount, and (b) all terms and conditions of that new plan, apply in addition to and control over any conflicting term of the Agreement.

6. SERVICE CREDITS.

- Customer may receive a \$150 service credit per Corporate-Liable Active Unit that is activated under the Agreement in lieu of any point-of-sale credit. Service credits may not be available for some or all Corporate-Liable Active Units activated under the Agreement depending on Customer's selection of certain Sprint PCS promotions or programs.
- 6.2 Service credits will be applied on Customer's first invoice after activation and will roll over until used (up to a maximum of 12 invoicing cycles). Service credits are non-transferable and have no cash value.

| 1 | Page 3 of 5 | |
|----------------------|-------------------------------------|-------------|
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| 202055v1 SPRINT CONF | FIDENTIAL & PROPRIETARY INFORMATION | |
| 202033VI SFRINT CONF | FIDENTIAL & FROFRIETARY INFORMATION | Rev 4-02-06 |

- 6.3 Individual-Liable Active Units or other existing Sprint PCS lines that are converted to a Corporate-Liable Active Unit are not eligible to receive the Service Credits referenced above if any rebate has been issued to the applicable converted Active Unit within the preceding 18 months.
- **6.4** Existing Corporate-Liable Active Units may be eligible to receive a credit at Term renewal, based on the time each line has been active.
- 7. TERMINATION FEES. Service credits, if any, and termination fees for Individual-Liable Active Units are governed by the agreements between Sprint PCS and Employees. Early termination fees do not apply if Customer is moving from one Business Plan to another.
- 8. ACTIVATION FEES. Sprint will waive the nonrefundable activation fee of \$36 to each activated Customer account. Activation fees for Individual-Liable Active Units are governed by the agreements between Sprint PCS and Employees.

9. ELECTRONIC BILLING PRODUCTS.

9.1 The following electronic billing products are offered for customers with at least 5 Corporate-Liable Active Units. Customer must comply with the Electronic Invoice Reporting and Analytics Product Annex, which is incorporated into this Agreement as posted to www.sprint.com/ratesandconditions as of the date Customer signs the Agreement. Each electronic billing product provides Corporate-Liable Active Unit call detail record ("CDR") information. The MRCs are as follows:

| ELECTRONIC BILLING PRODUCTS | Invoice Data | Summary Data | MRC | One-time Set-up Fee |
|-----------------------------------|--------------|--------------|-------------------|------------------------|
| eBilling & Analysis | 3 months | 12 months | \$35.00 | \$200.00 |
| Electronic Bill Transfer (EBT) | 2 months | N/A | Not Applicable | Not Applicable |
| Electronic Data Interchange (EDI) | 1 month | N/A | Not Applicable | Not Applicable |

- 9.2 Customer may choose 1 electronic billing product, or eBilling & Analysis and either EDI or EBT. Customer may not choose the EDI and EBT products together. Sprint PCS reserves the right to, upon 30 days prior written notice, migrate Customer to an updated or successor version of the selected electronic billing product if available or to an entirely new electronic billing product.
- 9.3 Customer will receive a summary invoice (without CDR information) or a remittance invoice at no additional charge. If Customer chooses to receive a detailed paper invoice along with an electronic billing product, the following MRCs will apply.

| Corporate-Liable Active Units | MRC |
|-------------------------------|-----------|
| 5-500 | \$ 100.00 |
| 500+ | \$ 250.00 |

10. ADDITIONAL TERMS AND CONDITIONS FOR SPRINT PCS PRODUCTS AND SERVICES

10.1 The terms and conditions in this Attachment will apply to Sprint PCS's provision and Customer's use of Sprint PCS Products and Services in addition to the General Terms and Conditions of the Agreement. If a conflict exists between the General Terms and Conditions and this Attachment relating to Sprint PCS Products and Services, this Attachment will control. Rights and obligations of Nextel in the General Terms and Conditions will extend to Sprint Spectrum L.P., the affiliated entity providing Sprint PCS Product and Services.

10.2 SOFTWARE LICENSE

- A. Licensing Requirements. Where software is provided with the Sprint PCS Product or Service, Customer is granted a non-exclusive and non-transferable license or sublicense to use the software, including any related documentation, solely to enable Customer to use the Sprint PCS Products and Services in accordance with the applicable licensing requirements. Software licensing terms and conditions of Sprint PCS's software vendors are posted at www.sprint.com/ratesandconditions/ or otherwise provided to Customer through click or shrinkwrap agreements. Sprint PCS may suspend, block or terminate Customer's use of any software if Customer fails to comply with any applicable licensing requirement.
- B. Breach of Licensing Requirements. Customer will release Sprint PCS from any third party claims arising out of Customer's breach of the applicable software licensing requirements.

| | 3 - 1 | |
|----------|---|-------------|
| | Page 4 of 5 | |
| 202055v1 | SPRINT CONFIDENTIAL & PROPRIETARY INFORMATION | Rev 4-02-06 |

10.3 USE OF NAME, SERVICE MARKS, TRADEMARKS. Neither party will use the name, service marks, trademarks, or carrier identification code of the other party or any of its Affiliates for any purpose, including, but not limited to, resale of Sprint PCS Products or Services or press releases, without the other party's prior written consent.

10.4 CUSTOMER RESPONSIBILITIES

- A. Acceptable Use Policy. If Customer purchases Sprint PCS Products or Services that connect to or flow over the Internet, Customer must conform to the Sprint PCS acceptable use policy posted at http://www.sprint.net/abuse.html, as reasonably amended from time to time by Sprint PCS.
- **B.** Resale Prohibition. Customer may not resell or lease Sprint PCS Services or Products. If Customer fails to comply with any provision of this section, Customer releases Sprint PCS from all liabilities or obligations in connection with the affected Sprint PCS Product or Service.
- C. Transmission Over Sprint PCS Network. Customer is solely responsible for any third party claims alleged to arise in any way from information, data, or messages transmitted over the Nationwide Sprint PCS Network by Customer, or Customer's own customers or agents, including, but not limited to: (A) claims for libel, slander, invasion of privacy, infringement of copyright, and invasion or alteration of private records or data; (B) claims for infringement of patents arising from the use of equipment, hardware or software not provided by Sprint PCS; and (B) claims based on transmission and uploading of information that contains viruses, worms, or other destructive media or other unlawful content.
- 10.5 INDEMNIFICATION See Contract for details.

Form No. DMB 234A (Rev. 1/96) AUTHORITY: Act 431 of 1984 COMPLETION: Required PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice, may be considered in default of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET **ACQUISITION SERVICES** P.O. BOX 30026, LANSING, MI 48909

530 W. ALLEGAN, LANSING, MI 48933

July 11, 2005

CHANGE NOTICE NO. 23 TO

CONTRACT NO. 071B9000378 between

THE STATE OF MICHIGAN and

NAME & ADDRESS OF VENDOR TELEPHONE Richard VanBuskirk **Nextel West Corp.** (810) 217-0479 VENDOR NUMBER/MAIL CODE dba Nextel Communications 27755 Stansbury Blvd. BUYER/CA (517) 241-2005 Farmington Hills, MI 48334 **Lisa Morrison** richard.vanbuskirk@nextel.com ioel.bell@nextel.com Contract Compliance Inspector: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies **CONTRACT PERIOD:** To: August 1, 2007 From: **February 16, 1999 TERMS** SHIPMENT Net 45 As Required F.O.B. SHIPPED FROM Delivered/Install N/A MINIMUM DELIVERY REQUIREMENTS N/A

NATURE OF CHANGE (S):

Effective July 1, 2005, the attached modifications are hereby incorporated into this contract with no modifications in pricing, terms or conditions.

AUTHORITY/REASON (S):

Per vendor contact (Rick Van Buskirk) dated 7/1/05.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.4

| Ë | NEXTEL BLACKBERRY SOLUTIONS - Public Sector | | | | July 2005 |
|----------|--|---------------------------------|--|---------------------|--|
| Ric | Richard VanBuskirk 810-217-0479 Take 18% off of these pricesilli | f of these prices!!!! | BlackBerry Carairo Ontions | | |
| | SERVICE | MONTHLY ACCESS | BLACKBERRY EMAIL | DIRECT CONNECT | CELLULAR |
| | Nationwide Free Incoming Plan | 66'66\$ | Unlimited | Unlimited DC & NDC | Unlimited Incoming, 300 Outgoing Mins, \$0.40/Pim Overage, LD Included Includes Unlimited Nights and |
| | BlackBerry National Team Share 400 | \$79.99 | Unsimited | 250 | 400 Anytime Mins, \$0.40/Min Overage, 1D Included. Includes Unlimited Natives and Machineria. |
| S | BlackBerry National Team Share 600 | 66.684 | Unlimited | 250 | 600 Anytime Miss, \$0.40/Min Overage, LD Included. Includes Unimited Nights and Womboots |
| NAJ9 3 | BlackBerry National Team Share 900 | \$109.99 | Unibrused | 250 | 900 Anytime Mins, \$0.40/Min Overage, kD Included, Includes Unimited Nights and Marchade |
| EBAICE | BlackBerry National Team Share 1200 | \$129.99 | Unlimited | 250 | 1.200 Anytime Mins, \$0.40/Min Overage, LD Included: Includes Unimited Nights and Wednesda |
| s | Email Only Plan - Unlimited | \$49.99 | Unlimited | \$0.20/Min | \$0.40/Min |
| | Email Only Plan - 3MB | \$39.99 | 3MB (\$0.01/KB Overage) | \$0.20/Min | \$0.40/Mm |
| | Voice & Email Plan - Unlimited | \$44.99 | Unlimited | | Voice Plan Required |
| | Voice & Email Plan - 3MB | \$34.99 | 3MB (\$0.01/KB Overage) | | Voice Plan Required |
| | Voice & Application Plan - 3MB | \$24.99 | 3MB (\$0.01/KB Overage) | | Voice Plan Required |
| | PRODUCT | | DESCRIPTION | | PRICING |
| Device | BlackBerry 7520" | Fully loaded, full color ha | Fully loaded, full color handheid with cell phone, walkie-takkie, speakerphone and now Bluetooth.®- Enabled. Automatic email delivery. | All Public Sector a | All Public Sector accounts eligible for \$149.99 Flat Price |
| | PRODUCT | | DESCRIPTION | | PRICING |
| əsinqrət | 20-User BES v 4.0 | BlackBerry Enterprise Serv | BlackBerry Enterprise Server for medium: and large-sized businesses. Operates with MS Exchange and 18M Lotus Domino and Novell Groupwise. | | \$3,300.00 |
| ietry En | Cuser SBE (Small Business Edition) BES v 4. | BlackBerry Enterprise Stroughor | BlackBerry Enterprise Server for small businesses that plan to have no more than 15 handhelds throughout their organization. Operates with MS Exchange ONLY. | | \$1,299.00 |
| ВІЗСКВ | Upgrade to BES v 4.0 | BlackBerry Enterprise Scr | BlackBerry Enterprise Server Upgrade from MS Exchange v 3.5/3.6 or IBM Lotus Domino v 2.1/2.2 to BES v 4.0 | | 00 668\$ |

BlackBerry 7320 Glask being plant between with all all and the plant handballs from Neubal Volce and disk services may be absoluble suparately.

348 Actual and Wiley Plant Afford Chings Developed by the Strict St

| | | | | | | | | | E-S | Cell: (810) 217-0479 | | Richard VanBuskirk Fax: (248) 479-0477 | | en.ga. | Sales Rep Title rep.name@nextel.com |
|--|--------------------------------|--|------------------------|----------------------------|---------------------|---|---------------------------|--------------------------------------|-----------------------------------|----------------------------|------------------------------------|---|----------------|------------------------|---|
| RATE PLANS | Monthly Access* | Discounted Monthly Access | Cellular Minutes* | Service Agreement | Collular Overage | Direct Connect Minutes ³ | Direct Connect Overage | Nationwide DC Access ² | Talkgroup Minutes ³ | Shara | Nights & Weekends* | Domestic Long Distance ⁴ | Voice Mail | Caller ID ⁶ | Wireless Data Services |
| Authorizé Frant majerens 300 | 66 99 | \$40.99 | 300 | | | | | | | | | | | | |
| Matricial Frost Instanting 500 Matricial Frost Instanting 900 Matricial Frost Instanting 1200 | \$59.99 \$79.99 \$109.99 | \$65.59 | 900 1,200 | One-Year | 40¢ per minute | Crimbed | N.A | 10g per minute | 15¢ per minula | 2 | Urlimbed | Included | habided | Incheded | Pay As Yun Go Mussaging** |
| | | | | | | | | | | | | | | | |
| Local Indian Corners (OC Local Indian Corners (OI Local Indian Corners (TNR Local Indian Cornes) (125) | \$36.99 \$49.99 \$65.99 | \$22.79 \$32.79 \$40.99 \$54.11 | 500 700 1,250 | One-Year | 40¢ por ransule | Unimikad | NA | Tüp perminde | 15¢ perminute | No | Unibritisd | 20¢ per minde | \$1 per month | \$1 per mants. | Puy-Asi-You-flu Massaging ¹¹⁷ |
| | | | | | | | | | | | | | | Contra | Contractually Covered* |
| National Team Starte Addition National Team Starte 400 | \$39.99 | \$16.39 | 0.400 | | | 100 | | | | | | | | | |
| National Team Story 600 National Team Story 600 | \$49.99 | \$57.39 | 008 | One-Year | 40¢ per misuto | 250 | 15¢ per minute | 10¢ per manute | 15¢ per minute | Both | Unlamied | houded | \$1 per manual | \$1 per monti. | Buy Up Optium Available** |
| Human Team State 1200 589.99 573.79 1,200 Add on plan Equipment Costomers may activate Add-on plan requires activation of at loast one base Team Share plan on the account. Costomers may activate | SS9 99 ast one base Tea | \$73.79 m Share plan | 1,200 on the accoun | Customers ma | y activate up | te up to four add on plans for every one base plan | ns for every one | pase pian. | | | | | | | |
| | | | | | | | | | | | | | | Contra | Contraction |
| Girvernalment Voline Plans 250 Girvernation Voline Plans 500 | \$35.00 | \$28.70 | 250 | One-Year | 40¢ per minuto | Unlamited | NIA | 10¢ per minute | 15g per minute | Celular | papersylo | hickdad | Included | habupul | Bay-Up Options Available: |
| | | | | | | | | | | | | | | Cantra | Contractually Covered* |
| Government Tubil Rewards Authori | \$25.00 | \$20.50 | 0 00 | | | | | | | | | | | | |
| Conserment Total Research 500 | \$55.00 | \$45.10 | 200 | One-Year | 40¢ per | 250 | 15g per minute | Unlimbed | 15¢ per minute | Both 12 | Unimited | Included | betrebade | Induded | Prumer |
| Government Total Researds 700 \$75.00 Government Total Researds 900 \$95.00 | \$95.00 | \$77.90 | 700 | \$61.50 700 \$77.90 800 | | | | | | | | | | | i Discount i |
| Includes Priority Connect and Wireless | Priority Service | a feature th | nat provides pri | ority access to t | the Nexted ned | i network and its resources during times of congestion. Add on plan requires activation of at least one base plan on the account | wees during thme | s of congestion. | Add-on plan requ | iros activation o | f at least one bus | plan on the acco | int. | | |
| | | | | | | | | | | | | | | Contra | Contractually Covered* |
| Government Total Rewards UDC 460 | 885.00 | \$45.10 | 400 | | | | | | | | | | | | |
| Communical Total Rowards UDG 600 | \$65.00 | \$53.30 | 600 | One-Year | 40g pair | Unlimited | N/A | Unimited | 250 | Calitar and Talkgroup " | Unlimited | included | historiad | bichalled | Premiser |
| Government Total Rewards UDD 1000 | \$105.00 | \$86.10 | 1,000 | | | | | | | | | | | | |
| menday Presidy County and Wileyan | Principly Service | - a resture tr | ar provides pr | orny access to | ne Nexter non | a realine mar provinces priority access to the Nexter Individity and As Posources during times of congestion. Langrage April 2015 per minute. | тсея диллу вте | s or congestion. | I angroup Overa | ge = 50.15 per m | node. | | | | |
| 41 100 00000 | 10 220 | | 000 • | | | | | | | | | | | Contrac | Contractually Covered* |
| National Brancas 2000 Plun National Brancas 2000 Plun | \$150.00 | \$123.00 | 3,000 | One-Year | 40¢ per mende | Unimited | NA | 10¢ per minute | 200 | Both | Unhnited Weekends ¹⁷ | Probated | Included | bichided | Buy-Up Options Available? |
| National Bretings Auto On Plan. \$30.00 \$24.60 0 Requires a minimum purchase of 5 pilans (at feat one must be a \$55.00 or \$150.00 core plan). Talkgroup Overage = \$9.15 per minute | s (ar feast one m | \$24.60 usr be a \$55.0 | 0 or \$150.00 c | ore plan). Talkgr | one Overage | = \$9.15 per minub | - | | 0 | | | | | | |
| | | | | | | | | | | | | | | Contrac | Contractually Covered* |
| Natural Stated Winds 100 | \$39.96 | \$32.79 | 100 | | | | | | | | | | | | |
| Nutropal Strated Mindo 500 National Strated Mindo 500 | \$55.96 | \$45.91 | 500 | | | | | | | | | | | | |
| Malance Stored Minute, 1000 | 289.00 | \$73.79 | 1,000 | One-Your | 35¢ per | Unimited | NA | 10g per minute | 15g per minute | Cultular | \$10 per month | hichided | Included | poprigrai | Buy Up Options |
| Natural State of Meads 2000 Natural State of Meads 2000 | \$119.99 | \$131.19 | 2,000 | | g | | | | | | | | | | Available? |
| Nethrood Shared Meads 2500 Authoric Strated Meads 4000 | \$299.99 | \$163.99 | 2,500 | | | | | | | | | | | | |
| Cellular minutes round to the second | | | | | | | | | | | | | | | |

| Nextel Rate Plan Guide — F | Public Sector | | July 2005 |
|----------------------------|-------------------------|---|--|
| State/Local Discount | 18% C=#: (810) 217-0479 | Richard VanBuskirk Fax: (248) 479-0477 | Sales Rep Title rep.name@nextel.com |

| RATE PLANS | Monthly Access | Monthly Access | Cellular Minutes* | Cellular Service Minutes* Agreement | Celtular Din Overage | Direct Connect Minutes ³ | Direct Connect Overage | Calular Direct Connect Direct Cannect Nationwide DC Talkgroup Overege Minutes ³ Overege Access ² Minutes ³ | Talkgroup Minutes ³ | Share1 | Nights & Weekends | Nights & Domostic Long Weskends* Distance | Voice Mail | Caller ID ⁶ | Wireless Data Services | |
|-----------------------|-------------------|-------------------|----------------------|--|-------------------------|--|---------------------------|---|-----------------------------------|--------|----------------------|--|---------------|------------------------|---------------------------|--|
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | Contract | Contractually Covered* | |
| Lawyrement Cashen 350 | \$30.00 | \$24.60 | 250 | Section Co. | 40¢ per menuta | 200 | She over minute. | 24 | After name analysis day | 47.0 | OF STREET | Profession of | to be desired | | Buy-Up Optisma | |
| Consumment Coston 600 | \$40.00 | 540 00 \$32.80 | 500 | | 20¢ per | 2 | 4 | No. | 2000 | | | | i servence | Bookin | Available" | |

| | | | | | | | | | | | | | | | ar minutes round to the second |
|----------------------|----------|----------|----------------|-------|------|----------------|--|----------------|-----|---------|----------|-----|---------|---------|--------------------------------|
| CASSISSION | | | | 1,000 | | | | | 350 | | | 350 | \$40.99 | \$49.00 | Local Stanud 700 |
| 200 | Included | Included | 15g per minute | 500 | Bath | 15¢ per minute | 15¢ per minute 10¢ par minute 15¢ per minute | 15¢ per minute | 200 | opinion | Ove-Year | 200 | \$32.79 | \$30.98 | warmung Local Strand 400 |
| . 0 9 | | | | 250 | | | | | 100 | 309 | | 0 | \$20.49 | \$24.89 | Local Stared 100 |
| Irractually Covered® | Cor | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |

Shaning available within individual plans only and not across the 359 and 600 plans. 510 Unlimited NSW Buy-Up available on these plans.

| Mathemat Power 500 | 66'555 | \$37.71 | 200 | | 45¢ por | | | | | | | | | | |
|--------------------------------|----------|----------|-----------|----------|-------------------|------------|------|--------------------------|--------------------------------------|----------------|-----------|----------|--------------|--------------|--|
| Muteucid Power 808 | \$555.99 | \$45.91 | 800 | | minute | | | | | | | | | | |
| Notices of Private 1200 | \$66.698 | \$57.39 | 1,200 | 9 | 40¢ per | t belonger | * | All and any or hard | 4 Kd man males has | - | 1 | | | | Buy-No Ophais |
| Authorid Power 1400 | \$85.99 | \$70.51 | 1,400 | Olle Lea | minule | Commission | | not bell mine | and the manner of the best manner of | 22. | CHILIDAG | manage | al per manin | al her minim | an precincular at per minimi Available? |
| Nutseaul Puwa 2000 | 299 99 | \$81.99 | 2,000 | | 30g per | | | | | | | | | | |
| Nutrienal Power 3/3/8 | \$149.99 | \$122.99 | 3,000 | | minute | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| Rubonal 1,000 Plan | 66.888 | \$45.91 | 1,800 | One-Year | 40¢ per minule | Unlimbed | N.A. | 10¢ parminuta 15¢ permin | 15¢ permis | o _X | Onlanted | Induded | hichided | Included | Pay-As-You-Gu Messagesg ¹⁷ |
| | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| Nutronal Delentral NDC Plus | 5199.99 | \$199.99 | Untimised | One-Year | NA | Undimined | N/A | Unimbed | 15¢ permis | No | Unfinited | Included | babilitiii | bulanted | Service Plan |
| Recognes a deta-capable phone. | | | | | | | | | | | | | | | |

| BluckBury Mateumidu Fron Incoming | \$99.98 | \$81.99 | 300 | | | Unfimiliad | N/A | Unimited | | No | | | Induded | Introduction | |
|------------------------------------|----------|-----------|-------|----------|----------|------------|--------------------|-----------------------|----------------|------|----------|----------|--------------------|--------------|------------------|
| BinaBury Mahmal Team Share 400 | \$79.99 | \$65.59\$ | 400 | | dine one | | | | | | | | | | L. |
| BlackBury Material Tours Share 600 | \$80.00 | \$73.79 | 609 | One-Year | don pre- | 950 | 16.4 cure microlin | After near respective | 15g par minutu | ÷ | Unimited | brehaded | At most most | | Children Erzen 9 |
| BluckBory Maleural Termi Stane 900 | \$109.99 | \$90.19 | 900 | | | 0.00 | and the same | anning and ann | | 1800 | | | THE REAL PROPERTY. | the metallic | well welling |
| Berry National Team S | 8129.89 | \$106.59 | 1,200 | | | | | | | | | | | | |

- Comer mounty changes, aparty. Nearth reposes a Februar Program Committee of the Start STAT The FPCR is not a tast or government required change.

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2. Macrowit from Everyorist this refronder. Dis DC months a year plen and more an addressed bugger of larger and applications matched by the mother of periodical colors for addressed and activity for the for unlarged discress. ADC this not depose and strength and the failure fraging and advertised by the mother of periodical colors for addressed discress ADC this not dispray and advertised by the mother of periodical colors for advertised by the failure of the failur

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th Segential of 9 (A) plan assessed Mean of 100 a.m. Weeking the average included in this plant

11 Fig. 45. For Co-October and Manual 1 600 Plan and Local Aspert Connect Path Judge On Palanta, Man Young, and Studiests Catalogue and Studiests and Studie

** Addresses the account that there as no account to a beyond the control of the

WIRELESS DATA SERVICES Richard VanBuskirk 810-217-0479 Zeo Gaeouni

18%

| | SERVICE PLAN | DESCRIPTION | MONTHLY | DISCOUNTED | INCLUDED SERVICES | SPECIAL PROMOTIONAL OFFERS |
|---------------|------------------------------------|--|---|------------|--|--|
| | Premier Data Service Plan* | (i've) the 'grif or out (portrols acce who recels mellete late servers), the most cuspicionare beneal or everked take, recensaging and contact management tools. Very filting yes need to sky probabilise while on the go- with uniments amonths or all the Wireless loads Services in features. Justified | \$29.99 | \$24.50 | 120 mager auto messages, unantetad tout messageng, lingual messageng, aman anto persangang current lesson Acts, et Miss, and Yamon's, unanteta Web Acts, freshe time for week. Hydreylet Adamsa Bosk, and Unimited Miss Dask Acts is. | |
| | Enhanced Data Service Plan | For the Vigin and because the contract of the | \$19.99 | \$16.39 | 120 mögefande messagus, unimmat lest messagng, Trinsam Resagng, avani man persanta-bas detriest four ACI, e., PESA 8, and Yahoo 6,, unimmas With Actss, Pridae Emili, Myteriel Addities, boute and JMB of Liana Access | 00 Boows Anytime Cellular Hinutes per month for 1.2 munths. |
| SNY7d | Standard Data Service Plan | for the gament dossities use or fight end individual room a Broad array of their acressis to missi is variety of meats. | \$14.99 | \$12.29 | 80 uniquizanto messages, 500 tech messages, instant Messagen, emal and personalented contest from Asia, Messagen, emal and personalented Web Azeros, Patrie Eural, Mylaces Addison Space and Pay-As-You'do John Access | |
| ERVICE | Basic Data Service Plan | for an individual user, a moderate amount of multiple data sarvices | 89.99 | 53.19 | 40 anagelaude mesoges, 100 text incisages, instant. Mesogery, ena de plevatatad content from Alla e. MSR é and Yencrits, Web Plan, Mytexte Adress Book and MSR é, and Yencrits, Web Plan, Mytexte Adress Book and Myr As You Go Date Allaces. | |
| 2 ATAG | Unimited Text Messeging Plan | to the power way of test and materiodia mescaping who descrit want eventage charges, unforted toot messaging and a large butter of mistanedia messaging. | \$14.99 | \$12.29 | Unimited Text Messgag, 89 Hogorovolu messages Mytestel Address Book and Address thost Administration | |
| | Text Messoging 500 Plan | éss sideothaib ar bank transmaa aners a moderak ameaust sé teat, essopaging. | \$7.99 | NA | Skill fest Messages and Pay-Ao-You-Go strage/note ormspe/note | ONE MONTH FREE OF TEXT MESSAGING 300 PLAN AND WIGHLHITE ON ANDIOWNICH ACCESS OR TEXT MAY 10. YOU choose the custom bundle that bost units your media for just \$15 per menth, which will be woole to call or the think which will be with Text Messaging \$50 Plan available in A.30. |
| | Text Messaging 100 Plan | A small amount of text messaging for crossifiest users who prefer to pay a | 3 | 414 | demages and Pay Ap You-Go mage/autho | |
| | | Axed amount each stoolth rather than having a variable cost. | | 5 | messages | |
| | SERVICE | DESCRIPTION | MONTHLY PRICE | Y PRICE | SPECIAL PROMO | SPECTAL PROMOTIONAL OFFERS |
| | Meb Plan | Symposition of most everyone's most for information from their downers observation to the special property process to guarante. Account on one filtrop wineses for their states of the special process. Some sections and titler who places are some some sections of the special process of the special p | 98 | \$4.99 | | |
| | Pay-As-You-Go Messaging | Fay Av Yau Gu anakaagang vervice if and substituted to another data scenice, your of any fector etch in respects from the facility factor, and remains addition, to through fector tent shot if you have a futuresial belonging to appared informs, enter and in serious beats, parties and auditor mentalize from your floated datum. Manage recognis-our feetile coins and shall enter a future on the interview of the found if ProfucEliams (additional law). | \$0.15 per text message \$0.25 per mage/audio message | | Obbonus cellular minutes for 13 months when you buy Pay-As-You-Gu Text Nusaeging and Unlimited Nationwide Davet Connect Access for \$10 Encluded with National Free Incoming Plans, National 1000 and Local Instant Connect Plans (if not subscribed to another messaging service). | Obbonus cellular minutas for 12 months when you buy Pay-Aa-You-Gu Fest Nessaging and Unlimited Natiserwide Davect Connect Access for \$10 Included with National Free Incoming Plans, National 1000 and Local Instant Connect Plans (If not subscribed to another messaging service). |
| SEBVICES | Hobile Email Enhanced - 2MB | If all the behavior, see where the reside to stage in forth meter made on the dark or single-best approximation that provides infeature constitution to some desirable meters, calculate and conserts, calculate meters, calculate and conserts of programme from print less emission provides the less than a law or consert to overlies meters provided printing infeature updates by printing meters are with your discharge entirely your displacement. According to an influence increased in the printing of a printing of the printing in the printing of the printing | 7 | \$14.99 | | - 100 p. |
| JAUGIV | International Data Services | tor the international transfer, access to data services including Hexaging between, Well Services, Becklury and Heatile Erised when you breach to Centals, Resear, Ferri, Brook and Augentina. | Pay-As-You-Go: 10 80 minosye Pay-As-You-Go Messang users pay \$0.10/10x1 messangs; \$0.25/mage/and message plus per KB teo | 2 | FREE UNTIL AUGUST - 50.03/bilobyte charge walved through July 31, 2005 | augh July 31, 2005 |
| INDI | Mobile Lucator | Allows manupors and despatchers to see the cornect bocation of 860 conployees in real time on an linemet based map. Indudes Pay-As-You-Go-Pesseging. | \$15 | \$15.00 | Mobile Lucator with Text Messaging 500 Plan available for \$20. | re \$20. |
| | MyNextel Address Book | If it is the investigation of an individual with an invary critical to the aways credit of the flagstigs. Recking by its 2 likel centers, at Reckel const. actions credit of the taper place, becaused your points's contact fall, access adversariable bounds or private and institute in because Mytrevet Adulties paids deliminated as and flags in Yes 6.0 flagsbyrg. | 4. | \$4.99 | | |
| | Recing Connection | IMACAR June working the Latest Resets Cup sews and internation, with access to HASCAH COM Hobies is IMSCAR COM Aprils, on not as occasional sax's to the HASCAH COM 1000 with PECuminal Service application. | \$5.00 | 00 | \$5 access charge waived for the first 2 months of services | |
| | Racing Connection PLUS Package* | Head one RASCAR Less who want to follow each franks Cup race iver with the advanced heatenes and tentholistify of the NASCAR CORE TO GO with PM emmand service application. | \$15.99 | 55 | | |

Вод Рами в Миботил в Можедиру извести довае то мета видум тисями изведијами и управраден.

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JULY 2005 PAGE 2

WIRELESS DATA SERVICES
Sales Representative Name & Phone Number

| | DESCRIPTION | DATA ACCESS (Total Connect) PLAN | INCLUDED MB | PRIVATE IP PRICE | Discounted Price | PUBLIC IP PRICE | Discounted Price | OVERAGE per KB | |
|------------|--|---|-----------------|---------------------|------------------|------------------------|-------------------|----------------|---|
| 98 | Access private or public IP | Pay-As-You-Go | 0 MB | \$2.99 | \$2.45 | N/A | | \$0.0\$ | |
| 930 | addresses from your phone. | - X | ew : | \$6.68 | \$8.19 | \$12.99 | \$10.65 | \$0.01 | _ |
| ANG VCC | PDA or taptup for network: | 2.50 | 5 MB | \$19.99 | \$16.39 | \$22.99 | \$18.85 | 500.0\$ | - |
| 7 | aware Jave apps, wireless Net | 10 MB | 10 MB | \$29.99 | \$24.59 | \$32.99 | \$27.05 | 80.008 | - |
| 7. | account, and behind-the-firewall | SO 25 | SO MB | \$59.99 | \$49.19 | \$62.99 | 89.189 | \$0.005 | _ |
| a | corporate appa- | 100 MB | 100 MB | \$66.66\$ | \$81.99 | \$102.99 | \$84.45 | \$0.003 | |
| | Nextel Web HotSpot Plan ³ | Targeted toward the modes professatival, this service provides unknowned be called in varieties access for lapsop and PDAs. It is not once 7400 and proving Histogram bis district. | One Month Freel | th Freed | HONTHLY | MONTHLY PRICE: \$39.99 | DISCOUNTED PRICE: | \$12.79 | |
| | Unlimited Wireless PC Access with Wift Autopots Plan ³ | forgeted of mothe probacomas, the server provides enfinited werdess each or the instances the probacomas desired from the forest tre lagrage and PDAs PLDS unitempted because werkers enterty from over 7500 locations. | One Month Free! | th Prest | MONTHLY | MONTHLY PRICE: \$54.99 | DISCOUNTED PRICE: | \$45.00 | Į |
| | Unlimited Wireless PC Access Plan * | longered of installe brainers; preptie and held warders, the service promites which has passed and such any park have using your are seen metaller rath of that seed places. The thoughout have using your law enear metaller rath of that seed places. The lands additional stake see rick including unimitied text, in usuaging, install messaging, californic well access seed mobile grained. | | | MONTHLY | MONTHLY PRICE: \$44.99 | DISCOUNTED PRICE: | 687905 |] |

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Proceedings of the season of t

| Nextel Specialty Products — Public Sector | ı | | | July 2005 |
|--|--|---------------------------------|--|--------------------------------------|
| Richard VenBuskirk Gootenmert Account Executive (8 to) 2 7 - Gard's Nazoli pincop (2 48) 4 79 to 77 to - faa mittand vantasskalkgenadel com | The Company of the Co | -16 | World Supplies | 6 |
| Promotovice Nu Committent Proce Natural Formation Price Special Flat Pranation Price | \$124.89 \$105.99 | 8299 99 \$199 99 \$121.99 | \$299.99 \$199.99 \$199.99 \$124.99 | 184200 GPS 5249 B9 \$149.89 |
| Austricial Promotoris Googou, Price Operacia Price Regulacement or Uggrade with No Centrolimers Regulacement or Uggrade with Service Agreement Sourices Oresis Connect, Depter Celular, WDS, Messaging | | W.F./W.DEN Rate Plan Promo | \$49.99 | |
| Friorial Device Features Culux Screen Speakerphone | , | | | |
| Waking Lither Steaker / Privacy One Turist Direct Connect / Takingup Down turisties Australians and Genese Jacob | | | | |
| Bluetonthie Enabled | 2000 | | | |
| External Display (Claim style phones) | W110 | | | |
| Voice Advanced Draing | | | | |
| Curtiada / Phone Book | 1000 | | | |
| Duwrkusdable Ring Tones | | | | |
| Vibration Alert | , | ** | | |
| Accessity Connector Cover | | | | |
| Attenuate Line Service Support | | | | |
| Mut Linguise | | | | |
| Profiles / Styles | | | | |
| Deec Talk | | | | |
| Initiate Emergency Takgroup Takgroup Scan Service Support | | | | |
| Email Delivered Automatically East OWERTY Knowned | The state of the s | | | |
| PDA Functionality with PC Synchronization | | | | |
| Crangeatile Phone Covers Carry Holster Included | | | | |
| | | | | |
| Authories to Manary Side, Re Dust, Singes, & Vibration Rubber Calp | | | | , |
| rucountant annery most | | | | |
| Additional features/berns. | UK adapter Euro adapter | | | Requires Installation and Accessures |
| Denemberaris | 35×10×9 | 20 20 10 20 | 500000000000000000000000000000000000000 | 8 |
| Ballery Type | Librium lan | N/A | Lithum Ann | Hard Wired |
| Battery Strength/Size (mAh) | 500 mAh | N/A | 500 mAn | ¥.X |
| Talk Time (Mirules) | 390 mins | 0.2 | 5.5 hrs. Total Connect. 100 mire. Diskup | 21.2 |
| Talk Tine for Direct Talk (Standard Use) | 4/A | MA | NJA | NA |
| Standby Time | 200 hrs. | NA | 25 hrs | NA |
| LINES OF ICAL OF STANDIN | | MA | NVA | NA |

HINTER OF HISTORY OF A CHARGE AND INCIDENT AND A CHARGE A

Form No. DMB 234A (Rev. 1/96) AUTHORITY: Act 431 of 1984 COMPLETION: Required PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice, may be considered in default of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET **ACQUISITION SERVICES** P.O. BOX 30026, LANSING, MI 48909

530 W. ALLEGAN, LANSING, MI 48933

June 14, 2005

CHANGE NOTICE NO. 22 TO CONTRACT NO. 071B9000378

between

and

THE STATE OF MICHIGAN

NAME & ADDRESS OF VENDOR TELEPHONE Richard VanBuskirk **Nextel West Corp.** (810) 217-0479 VENDOR NUMBER/MAIL CODE dba Nextel Communications 27755 Stansbury Blvd. BUYER/CA (517) 241-2005 Farmington Hills, MI 48334 **Lisa Morrison** richard.vanbuskirk@nextel.com ioel.bell@nextel.com Contract Compliance Inspector: Tom Fogle

Nextel Communication Units/Training/Service - All State Agencies **CONTRACT PERIOD:** To: August 1, 2007 From: **February 16, 1999 TERMS** SHIPMENT Net 45 As Required F.O.B. SHIPPED FROM Delivered/Install N/A MINIMUM DELIVERY REQUIREMENTS

N/A

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no other modifications in pricing, terms or conditions.

AUTHORITY/REASON (S):

Per vendor contact (Rick Van Buskirk) dated 6/9/05.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.46

| VA SCRVICES | | NIN. |
|--------------------|----|------|
| SSAVE 810-217-0478 | | |
| B.A. Chen ward | ** | |

| | | | Account to the same of the sam | | | |
|-----------|--|---|--|---|--|---|
| | MANYZES PLAN | DESCRIPTION | MONTHLY PRICE | DISCOUNTED PRICE | INCLUDED SERVICES | SPECIAL PROMOTIONAL OFFICES |
| | Previor Data Service Plant | Les lins laggi entillaturani, quel seba desta multipio didus arrivols, the most, insequences la partie for entital is der missappie de la prototo management, and it everythes, grannes in a de prototolem effect en tric go wals unimendial activata at del the windood Deal Science et Représ previous. | 858.88 | 85 753 | 128 inhapitousis mestaget, untended test resoluting, takant- landages, even land per outeration common lann ALCs, printed and Vincely, a strend floor Arcs, relating from Endisco. Pyword Address Book and serviced bill of best Assets | |
| SNY14 33 | Cohanced Data Service Plan | Los the high conditionation and who is parket provided has another grown all its properties that a record or the provided and a record or the provided and a confidential and a confiden | 10 111 | 8 | Posts Posts stel | 82 Manus Anglines Cellular Mandes per result for 1.2 SCOTIL. |
| IANI | Standard Data Service Plan | For the general bookers corn or high one individual user a limited among of loans services to meet a named of lembs. | 85 515 | | We image taudo manages, 580 text messages, Instant Assasses, emai ded personalises centers from ADL a, mStee | |
| 15 1 | Bayer Data Nervice Plan | For an extractance, a made as amount of market date services. | 19.33 | - | 40 magerando metages, 300 text messages, testant | |
| rivo | University Test Messaging Man | The filter placeter units all bend and malabased streaminging with discentive ward area ago changed, united the tract managing and a large budden of medianistic amounts. | 411.04 | 813.24 | Antended Teol Messaging, ill omage/audic messages Hybisotet- Addesse Sook and Addesse Dook Administrator | |
| | Text Messaging 500 Plan | for militable to best between a model of arriver of this distribution | 85.68 | v v | ONE MONTH PRESENTATION OF THE GO THE PROTECTION OF THE MONTH PRESENTATION OF THE PRESENCE COMMENT ACCESS OF THE TRANSPORT OF THE PROTECTION OF THE PROTECTIO | OWE MONTH PREE OF TEXT MESSAGING SOOD FLAN AND UNLINGTED MATSONWIDE DIRECT COMMECT ACCESS OF |
| | Text Messaging 108 Plan | A parall amount of text measurages for cereal text sooms who people to pay a bired amount early result refine that having a valuable cont. | 14.93 | 4 | Bill Text Messages and Pay As Yes Go image audio messages | |
| L | MENUSCE | DESCRIPTION | HONTS | HOMINY PRICE | DROBE TRIDIES | SPECIAL PROMOTONAL OFFICES |
| | With Plan | See extraction to contract with a notice due of their apportment for placetic constants to the special section is against Activity to week first participate the most section to extract sections, sections, seeking, and showing distribution and most. And the electrody all the three, special sections and applications. In this happy by Activity for all confirmments weighted to the section of the sections. | * | 2.8 | | |
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Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice,may be considered in default
of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR

530 W. ALLEGAN, LANSING, MI 48933

September 13, 2004

CHANGE NOTICE NO. 21 TO CONTRACT NO. 071B9000378 between THE STATE OF MICHIGAN and

| NAME & ADDRESS OF VENDOR | TELEPHONE Richard |
|--|-----------------------------------|
| | VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL COD |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER/CA (517) 335-0462 |
| , | Christine Mitchell, CPPB |
| Contract Compliance Inspector: Tom Fogle | <u> </u> |
| Nextel Communication Units/Train | ning/Service - All State Agencies |
| CONTRACT PERIOD: From: February 16 | 6, 1999 To: August 1, 2007 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

Effective immediately this contract is EXTENDED for two (2) years. The new contract end date is August 1, 2007. This contract is also INCREASED by \$2,000,000.00. Effective immediately, the attached modifications are herby incorporated into this contract with no other modifications in pricing, terms and conditions. The attached modified rate plans incorporate an additional 8% reduction in SOM business account plan rates. The main contact for sales remains:

Rick Van Buskirk at (810) 217-1627 (Richard.vanbuskirk@nextel.com)
OR
Joel Bell at (810) 217-1627 (Joel.bell@nextel.com)

In addition, there are 6 Nextel Strategic Care Specialists assigned to specific accounts and departments. Contact Karen Guinyard at (810) 499-1761 to find out who your agency specialist is. Also, find attached the new

employee rate plans, reflecting a 10% discount on rate plans, 27% discount on hantouts and 10% on accessories. For employees accounts contact:

Tracy Archer at (517) 202-3757 (tracey.archer.@nextel.com) OR

Through the webaisle lik off the DMB AS website.

AUTHORITY/REASON (S):

Per vendor contact (Joel Bell) dated 9/2/04.

INCREASE: \$2,000,000.00

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.46

| Nextel Public Sector Accounts | Accoun | | Rate Plan Guide | Suide | | | | | | | | | Septen | September 2004 |
|--|---|--|--|----------------------|--|---|---------------------|--|--------------------|--|---------------------------|--|-----------------------------|--|
| State/Local Discount | | 18% | 9/8 | | | | Ö | Cell: (810) 217-0479 | Rici | Richard Van Buskirk Fax: (248) 893-8940 | | | rep.na | Sales Rep Title rep.name@nextel.com |
| RATEPLANS | Monthly Access* | Discounted Monthly Access | Cellular Minutes? | Service Agreement | Cellular Overage | Direct Connect Minutes ²³ | Direct Connect | Group Connect Minutes | Share ¹ | Nights & Weekends* | Domestic Long Distance | Voice Mail | Caligr ID | NOL ² |
| | | | | | : | | | | | | 95 | Get 100 Bonus Minutes per Month for 12 months! | rutes per Month | for 12 months! |
| National Free Incoming 250 \$46.99 \$46.99 National Free Incoming 400 \$69.99 \$43.19 National Free Incoming 800 \$66.99 \$73.73 National Free Incoming 800 \$89.99 \$73.73 National Free Incoming 1200 \$159.99 \$189.39 National Free Incoming 1800 \$131.99 \$189.39 | \$49.99 \$59.99 \$69.99 \$119.99 \$159.99 | \$40.99 \$49.19 \$57.39 \$73.79 \$98.39 | 250 + 100 400 + 100 600 + 100 800 + 100 1200 + 100 1600 + 100 | One-Year | 40¢ per minute | Unlimited | N/A | 15¢ per minute | o _N | Unlimited | Included | hcluded | Included | Two-Way Messaging Express** |
| Buy-up Talk & Text offer ? 30 days free plu | s 100 Bonus | Minutes per | month for 12 m | onths: \$10 UNDC | Access plus Two | -Way Messaging | Express; or \$15 L | ites per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier | Two-Way Messa | ging Premier. | | | | |
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| Buy-up Talk & Text offer ? 30 days free plu | s 100 Bonus | Minutes per | nonth for 12 | onths: \$10 UNDC | months: \$10 UNDC Access plus Two-Way Messaging Express. | -Way Messaging | Express. | | | | | | | |
| | | | | | | | | | | | | | Contra | Contractually Covered |
| National Team Share Add-on National Team Share 400 National Team Share 600 National Team Share 800 | \$39.99 | \$12.30 \$32.79 \$40.99 \$57.39 | 0 400 600 800 | One-Year | 40¢ per minute | 250 | 15¢ per minute | 15¢ per minute | Both | Unlimited | Included | \$1 per month | \$1 per month | Two-Way Messaging Express** |
| National Team Share 1000 Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minu | \$89.99 Is 100 Bonus I | \$73.79 Minutes per | 1,000 month for 12 m | onths: \$10 UNDC | Access plus Two | -Wav Messaging | Express: or \$15 to | 13.79 1,000 Leave the Committee of the C | Two-Way Messa | aina Premier. | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | Contra | Contractually Covered? |
| National Strand Minute 100 \$55.99 National Strand Minute 100 \$56.99 National Strand Minute 200 \$119.99 National Strand Minute 200 \$119.99 National Strand Minute 200 \$119.99 | | \$32.79 \$45.91 \$57.39 \$98.39 \$131.19 \$163.99 | \$46.91 100 \$46.91 500 \$87.39 700 \$13.79 1,000 \$13.79 1,300 \$13.19 2,000 \$13.19 2,000 \$13.19 4,000 | One-Year | 35¢ per minute | Unlimited | ŊĄ | 15¢ per minute | Cellular | \$10 per month | Included | Included | Included | Buy-Up Options Available** |
| Cellular minutes round to the second after i | | Buy-up Tall | & Text offer? | 30 days free plu | s 100 Bonus Minu | tes per month for | r 12 months: \$10 L | 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Express; or \$15 UNDC Access plus Two-Way Premier | Two-Way Expre | ss; or \$15 UNDC | Access plus Two- | Way Premier. | | |
| | | | | | | | | | | | | | | |
| Alternate Line 12-07 87 20U CO. 810-399 84,37 Alternate Line 200 870-390 820-390 820-390 Alternate Line 200 820-390 820-390 820-390 820-390 820-390 820-390 | \$19.99 \$19.99 \$29.99 \$39.99 | \$4.91 \$16.39 \$24.59 \$32.79 \$49.19 | 200 350 500 1,000 | One-Year | 10¢ per min. 40¢ per minute | N/A | N/A | N/A | 2 | N/A Unlimited | 20¢ per min. Included | Shared with Primary Line | Shared with Primary Line | N/A |
| Alternate Line Service Plans cannot be used | d for primary i | line service. | | | | | | | | | | | | |
| National Value 500 | 50 06.5 | 63, 76 | 200 | | | | | | | | | | | |
| National Value 200 \$59.59 \$49.19 1,000 One-Year 40¢ per minute 100 15¢ per minute 15¢ per minute DC Unlimited National Value 2,000 5,09.59 2,000 | \$59.99 | \$49.19 | 1,000 | One-Year | 40¢ per minute | 100 | 15¢ per minute | 15¢ per minute | 26 | Unlimited | Included | \$1 per month | \$1 per month | Buy-Up Options Available** |
| Buy-up Talk & Text offer 7 30 days free plu | s 100 Bonus I | Minutes per | month for 12 m | onths: \$10 UNDC | Access plus Two | -Way Messaging | Express; or \$15 U | NDC Access plus | Two-Way Messa | ging Premier. | | | | |
| National Unlimited NDC Plus | \$199.99 | \$163.99 | Unlimited | One-Year | N/A | Unlimited | N/A | 15¢ per min | N _O | N/A | pepripul | pepnjaul | Included | Full Service |
| includes ruil service Package | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |

Nights & Domestic Long
Weekends Distance Share

NOT

Caller ID

Mentity Discounted Califies Service Califies Direct Connect Groun Connect Acres Acres Mentity Mentity Mentity Connect Connect

RATE PLANS

\$1 per month 20¢ per minute (or Included w/ \$10 Buy-up) Unlimited

Buy-Up Options Available**

\$1 per month

 cocal histant Connect UDC
 \$35.99
 \$229.51
 0
 One-Year
 40¢ per minute
 Unlimited
 NA
 15¢ per minute
 No
 Unlimited

 cocal histant Connect 1000
 \$459.99
 \$451.9
 1,000
 One-Year
 40¢ per minute
 Unlimited
 NA
 15¢ per minute
 No
 Unlimited

 cocal histant Connect 1000
 \$569.99
 \$4431.9
 1,000
 One-Year
 Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premit
 No
 Unlimited

15¢ per minute Ϋ́ Unlimited 250 35¢ per minute 40¢ per minute

Contractually Covered

Unlimited Email & Web Access

\$1 per month

\$1 per month Included

Included

Unlimited

Both

15¢ per minute 15¢ per minute

Included

Buy-Up Options Available**

Two-Way Premier**

Included Included 15¢ per minute
 Government Local Shared 100
 \$24.89
 *\$20.49
 0
 0
 0
 100

 Government Local Shared 200
 \$39.99
 \$22.79
 200
 0
 20¢ per minute
 200

 Government Local Shared 200
 \$49.99
 \$40.89
 30.00
 30.00
 30.00

 Buy-up 1 ali & Taxt Offer 7 30 days free plus 100 Bonus Minutes per month for 72 months; \$10 UNIC Access plus Two-Way Messaging Is
 30.00
 30.00

Contractually Covered Included Included Included Unlimited Both 15¢ per minute 15¢ per minute ces during times of conges 250 40¢ per minute One-Year \$45.00 | \$450.50 | 0 \$45.00 | \$45.00 | 300 \$55.00 | \$451.0 | 500 \$55.00 | \$77.90 | 700 \$95.00 | \$77.90 | 900 Government Total Rewards Add-on Government Total Rewards 300 Government Total Rewards 500 Government Total Rewards 100 Government Total Rewards 100 Includes Priority Connect — a feature that pro

Other monthly charges apply, leaded imposes a Federal Programs Coat Recovery (FPOR) for all \$1.55 or \$1.25. The FPOR is not a tat or government required charge. The Programs for one or more of the following: Est 1, names position and wineless names apply.

The served for the Sector used by Se

1 Share Kopy Bolts = salukar and DC, Chalaw = seeklar only, DC = Diverd Connect only, No = Deas not share.

2 Nelconvince Deed Connect cable we changed to be seek inhelitor, use DC minutes in your gate and iscuss and included the page of the page

Nationwide service is not available for Group Connect cells. Group Connect minutes do not share.

NEXTEL ONLINE WIRELESS DATA & MESSAGING SERVICES PUBLIC SECTOR

SEPTEMBER 2004

ative Name & Phone Number

| SWEE | COS DISCOURT | | MACHINE MONTHLY PRICE IN CONTROLL | HIGH SECTION OF THE BUNDIED SERVICES OF THE BEST OF THE SECTION OF | 自然の表現を出るのです。 SPECIAL PROMOTIONAL OFFERS 年代 | OTIONALIOFFERS |
|------------|--|--|---|--|--|--|
| CKAGES | Messaging Package | go with these mobile messaging services | \$10.00 | vo Viny Hessaging, AOL© Estant Massergu ⁱⁿ , Address Book, Address B | 60 Bonus Anytime Callular Hinutes per 12 months. 12 months. 13 months. 140 SENVICE (REDT WHEN HESSAGINN IN PACKAGI IS ADDED TO NEW PHONE ACT IS ADDED TO NEW PHONE ACT IS OF more walk. Sood That 1031/94. For scoul to one are displaint where to ser/ increasing tools yegipt for Business | 10 Bones Anytime Callular Hinstea per month for 34.0 GENETIC GERETY WHICH WESSACHTON PACKAGE IS ADDED TO HINW PHONE CATTUATION PACKAGE IS ADDED TO HINW PHONE CATTUATION TO THE WASHINGTON TO THE ADDED TO THE THE SET ADDED TO THE STATION OF THE THE SET ADDED TO THE STATION OF THE THE SET ADDED TO THE STATION OF THE THE SET ADDED TO THE THE STATION OF THE THE THE STATION OF THE THE THE THE THE THE THE THE |
| 7 d | Full Service Package | The most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go. | \$15.00 | Wireless Web, Premium Web, Unlimikad Two-Way Messaging, AOL® Instant Messanger TM , Mobile Email, Address Book & Address Book Admin | 60 Bonus Anytime Cellu 12 months. | 60 Bonus Anytime Cellular Minutes per month for 12 months. |
| | Mobile Admin Package | Allows administrators to remotely manage contact lists and customize phones Net menus for an entire account. Includes Two-Way Messaging Express. | \$10.00 | Address Book Admin & MyView Admin | Combine with Two-Way Heasaging Premier for only \$15.00. | Hessaging Premier for |
| 8 | SERVICE PLAN | DESCRIPTIONS TO THE PROPERTY OF THE PROPERTY O | MONTHLYPRICE | Skardo JONOTOHONO SAS | MESSAGING | FULL SERVICE |
| | Wireless Web | Access to over 60 top wireless Internet sites to stay informed, entertained and in control of your business and personal lives. Includes Two-Way Messaging Express. | \$3.50 | | Included | Included |
| | Premium Web | Access any wineless Internet URL, set bookmarks, customiza browser menu with Myvlew, access AOL® and MSN Mobile, AOL® Mail, AOL® Instant Messenger ^m , and Hobmail. Includes Web and Two-Way Messeging <i>Express</i> . | \$10.00 | 50% off for first 3 months of service, plus 60 Bonus Anytime Cellular Hinutes per month for 12 months. | | Included |
| | Two-Way Hessaging Express | Pay-as-you-go basic messaging service, \$0.10 per message. | \$0.10 each | ONE MONTH PREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT COMMECT plus 100 bonus callular minutes for 12 months with the \$10 Talk & Text Offer. | | |
| | | | | Included with National Free Incoming Plans, National Team Stare Plans & NASCAR 500 Plan (if not subecribed to another messaging service). | 90 | |
| | Two-Way Messaging Premier | Send and receive unlimited messages. Includes Web and Address Book. | \$7.50 | ONE MONTH FREE OF TWO-WAY MESSACING PREMER AND NATIONWIDE DIRECT COMNECT plus 100 bonus ceiluin minutes for 12 months with the \$15 Talk & Taxt Offer | Included | Included |
| SNV | AOL® Instant Mussunger TM | Exchange instant messages with any AlM user with your existing Screen Name and Buddy List feature. Includes Web and Two-Way Messaging Express. | \$5.00 | | Included | Included |
| ICE bi | Alerts (SMS) | Incoming taxt and numeric SMS alerts. | \$0.15 each 300 Alerts = \$5.00 1000 Alerts = \$9.00 | | \$0.15 each | \$0.15 each |
| EBA | Mobile Email | Access your POP3 ISP accounts, Microsoft Outlook and IBM Lotus Notes. Includes Web and Two-Way Messaging Express. | \$5.00 | | | Included |
| S JANGIY | International Data Services | Access to data services including Messaging services, Wireless Web, BlackBerry | Pay as you go: \$0.03/kilobyte, Two-Way Express users pay \$0.10/message plus per kilobyte charge | FREE UNTIL DECEMBER - Bay as you go: \$0.03/kilobyte charge walved until December 1, 2004. Unlimited: \$19/month fee walved until December 1, 2004. | | |
| INDI | | and voome Email Wilet you dave to Jandaa, maxto, Yerd, ordzi and Japandaa. | Unlimited International Data Access: \$10/month; Two-Way Express users pay \$0.10/message plus monthly fee | FITH AFRIGATES CONNECT PACKAGE: \$30/month get unimited IDC & NDC access, unlimited Thermational Data Access and Reduces metes to call Latin America: \$0.15/minute for calls to Micros from the 105; \$0.59/minute for calls to Blazis peru Bissa, \$0.40/minute for calls to Blazis peru Bissa, beautiful peru Calls to Discuss peru \$0.10/missage juli monthly fee. | | |
| | Address Book | Manage up to 2,000 contacts at Nextel.com, access remotely from your phone, download your phones constact list, access administrator-leaded corporate directory, furduces Web and Two-Wey Messaging Express. | \$5.00 | | Included | Included |
| | Address Book Admin | Allows end-users to access administrator-loaded directory of up to 10,000 contacts. Includes Two-Way Messaging Express. | \$3.50 | | Included | Included |
| | Mobile Locator TM | Allows managers and dispatchers to view the current location of field employees In real time on an Internet-based map. Includes Two-Way Messaging Express. | \$15.00 | Combine with Two-Way Messaging Pramier for only \$20.00. | | |
| | NOL Racing Connection ¹ | Introductory-level service bundle of Wireless Web, Two Way Messaging Express and Total Connect As-You-Go perfect to trial the NASCAR.COM TO GO service. | \$5.00 | \$5 access and Total Connect usage charges waived for the first 2 months of service! | | |
| | NOL Racing Connection PLUS Package ² | The complete bundle for avid race fans get the NASCAR.COM TO GO subscription, 2 MB of Total Connect usage, Wireless Web service and Two-Way Messaging Express in one convenient, Nextel billed package! | \$15.99 | FIRST MONTH FREE! | | |
| МАМ | Mobile Applications Manage (MAM) 3 | Hobite Applications Manger Allows customers to minarge, professes and destribute JAVA apps over-the-air with no requirement for certification from Nexes; provides a private, secure applications library, included with Packetstream Gold and all 'Total Connect.' 1 Wa and above plans. | n no requirement for certifica | ton from Nextel; provides a private, secure applications library. Included with | MONTHLY F | MONTHLY PRICE: \$5.00 |
| a | DESCRIPTION OF THE PROPERTY OF | SERVICE PLAN | INCLUDED NB | PRIVATEID Discounted Price Dubincip PRICE | Discounted Price | OVERAGE per KB |
| IJ | Access private or public IP | Total Connect As-You-Go | 0 MB | POSSESSION OF A CONTRACTOR | The second secon | \$0.05 |
| INE | PDA or laptop for network- | Total Connect 5 MB | S MB | | 3000 1510000 151000 151000 151000 151000 151000 151000 151000 151000 1510000 151000 151000 151000 151000 151000 151000 151000 151000 1510000 151000 151000 151000 151000 151000 151000 151000 151000 1510000 151000 151000 151000 151000 151000 151000 151000 151000 1510000 1510000 1510000 1510000 1510000 1510000 1510000 1510000 151000 | \$0.00 |
| 100 | Net access, and behind-the- frewall corporate apps. | Total Connect 10 MB Total Connect 50 MB | 10 MB 50 MB | 2500027 (44070 (Links)) | \$27.06 | \$0.008 |
| | 和影響的學學學學學學學學學學學學學 | | 100 MB | 100 MB \$102.59 | DISCOUN | DISCOUNTED PRICE |
| | | | | | THE REPORT OF THE PARTY OF THE | Water and the short of the state of the stat |

\$54.99 Unimited wireless access to the Internet for legitops and POA's at speeds up to Inow includes the phone-based services of the Faul Selbogs under verviess modern and or telemes prime. Includes the full Service Package - a great competitive advantage! Service Package - a great competitive advantage! Packetstream Gold *

¹⁶⁰⁰ Eaching Connection Services attending to provide the 1754, unless customer has another ROLL service action, or requests to spical at time of 1756 activation, Also realished for the 1751, 1750, 1752, 1753 and 1850. The "Will service action of the 1755, unless to the 1752 and 1850. The "Will service action of the 1752 and 1850. The "Will service act

SEPTEMBER 2004

NEXTEL BLACKBERRY SOLUTIONS

Sales Representative Name & Phone Number

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|-------------------------|-------------------------------------|---|--|--------------------|---|
| | Nationwide Free Incoming Plan | \$99.99 | Unlimited | Unlimited DC & NDC | Unlimited Incoming, 300 Outgoing Mins, \$0.40/Min Overage, LD Included Now Includes Unlimited Nights and Weekends and 100 Bonus Minutes for 12 Months |
| OF PERSONS AND | BlackBerry National Team Share 400 | \$79.99 | Unlimited | 250 | 400 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| SNV | BlackBerry National Team Share 600 | \$89.99 | Unlimited | 250 | 600 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| CHARLEST STATE OF | BlackBerry National Team Share 800 | \$109.99 | Unlimited | 250 | 800 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| entermenter de | BlackBerry National Team Share 1000 | \$129.99 | Unlimited | 250 | 1,000 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| Christ White | Email Only Plan - Unlimited | \$49.99 | Unlimited | \$0.20/Min | \$0.40/Min |
| attendation. | Email Only Plan - 3MB | \$39.99 | 3MB (\$0.01/KB Overage) | \$0.20/Min | \$0.40/Min |
| or Archen | Voice & Email Plan - Unlimited | \$44.99 | Unlimited | Quali | Qualifying Voice Plan Required |
| | Voice & Email Plan - 3MB | \$34.99 | 3МВ (\$0.01/КВ Overage) | Quali | Qualifying Voice Plan Required |
| | PRODUCT | | Equipment DESCRIPTION | | PRICING |
| DEAICE | BlackBerry 7510™ | Fully loaded, full color handheit delivery. | Fully loaded, full color handheld with cell phone, walkie-talkie and speakerphone. Automatic email delivery. Includes Nextel Online Wireless Web access. | | RRP = \$549.99 1-2 Units = \$349.99 3-4 Units = \$299.99 5+ Units = \$249.99 (Brightpoint Price = \$549.99) |
| _ | PRODUCT | | DESCRIPTION | | PRICING |
| suluniaced architecture | 5/5 | Purchase 5 BlackBerry 7510 han combined low price. Save \$400 | Purchase 5 BlackBerry 7510 handhelds and 5-user BlackBerry Enterprise Server software for one combined low price. Save \$400. | | \$1,548.95 |
| NADTE | 10/20 | Purchase 10 BlackBerry 7510 handheld one combined low price. Save \$1,700 . | Purchase 10 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$1,700. | | \$3,999.90 |
| mary majorator a | 20/20 | Purchase 20 BlackBerry 7510 handheld one combined low price. Save \$2.700. | Purchase 20 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price, Save \$2,700 . | | \$5,499.80 |

** \$100 BiackBerry Tradeul, prevalentian Conference November 20, 2004 or with supplies sets \$100 cedit (Inches) and second the state of the conference November 20, 2004 or with supplies sets \$100 cedit (Inches) and sets of the state of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the \$100 cedit (Inches) and sets of the supplies for the supplies and supplies for the supplies for the

| Sales Representative Name | Total Connect and Packetstream Gold Plans / Business Solutions Pricing Sales Representative Name | Solutions P | ricing | compatible product | | September 2004 |
|--|--|--|---|--|--|---|
| | | Tethered Pack | Tethered Packet Data Rate Plans | 1000 mg - 1000 m | | |
| Total C | Total Connect & Packetstream Gold Plans | *Included:MB | Included MB Private IP Price | Fublicaterio 33/mo more | Effective speed KB | Overage Per KB |
| Fotal Connect As-You-Go | | 0 | \$2.99 | N/A | 19.2 | \$0.0\$ |
| fotal Connect 1 Megabyte - Phone | hone | 1 | \$9.99 | \$12.99 | 19.2 | \$0.01 |
| Total Connect 5 Megabyte - Phone Plus | hone Plus | 5 | \$19.99 | \$22.99 | 19.2 | \$0.009 |
| otal Connect 10 Megabyte - PDA | PDA | 10 | \$29.99 | \$32.99 | 19.2 | \$0.00\$ |
| Total Connect 50 Megabyte - Laptop | Laptop | 20 | \$59.99 | \$62.99 | 19.2 | \$0.005 |
| Total Connect 100 Megabyte - Laptop Plus | - Laptop Plus | 100 | \$99.99 | \$102.99 | 19.2 | \$0.003 |
| CARLSLASSIII GOID * | | unilmited | unlimited \$54.99 | N/A | Up to 56.6 | N/A |
| Application | oli esta entre esta en | Se solutions Ap | pplications - Nextel-Bli | led Description of Service | | Monthly |
| | 爨 | Access | White Applications | | | Access |
| ©Road - Pathway | Internet-based mobile resource management solution, Uses GPS- enabled cell phones to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available. | \$14.95 to \$16.95; Bar code: \$3.95 | Datatrac - Wireless eTrac | Real-time updates of pick-ups, delivery and proof-of-delivery data throughout the delivery chain for independent expedited transportation industry. | ary and proof-of-delivery data lependent expedited | \$27.50 |
| ActSoft - Comet Tracker | Uses GPS to locate and track workers, keep electronic timesheet, and dispatch tasks with locations displayed on a map and are continuously updated. Requires additional Total Connect Plan. | \$17.00 | Gearworks - etrace | An enterprise-level solution that can scale to manage a variety of find searche activities. Peatures include GPS-mapping and dispatch, Intersetest, driving directions, reel-time work status, geo-fencing and a variety of key metric reports. | scale to manage a variety of ude GPS-mapping and dispatch, me work status, geo-fencing | \$14.95 to \$59.00 |
| Aether - PocketBlue | Combines the freedom of portability with the security of being fully integrated with every arm of your agency. | \$75.99 | Nextel Interoperability Directory | Unique service offering designed to facilitate interoperable communications between Public Safety organizations. | acilitate interoperable ety organizations. | \$5.00 to \$10.00 |
| AirClic Barcode Scanning Solutions | Allows customers to wirelessly track assets. AirClic solutions are "90-10 Applications", 90% of functionality, is already built, and 10% of the solution is customized to meet unique needs of a customer. | Service: Type 1 \$30, Type 2 \$35, Type 3 \$40 | Penchant - Deo | Provides two-way pertinent job information and iocuston updates in real time. Dep Barcode allows scanning of job information in real time. Deo GPS and Barcode provides job information, location updates and scanning in real time. | mation and location updates in ling of job information in real 5 job information, location | \$11.00 to \$21,00 |
| AirHours - AirPut | Record and review employee hours and project cost Information using a Nextel Internet Ready phone - eliminating the need for paper timesheets. | \$19.99 | ServiceHub - ServiceHub | Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information. | hat provide organizations with their workflow and instantly i. | \$30 ServiceHub Dispatcher; \$30 Workflow Mgmt.; \$20 / Location Svcs. |
| Constructworks - CityConnect | Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors. | \$3.50 | Symbol - Symbot PSM201 Barcode Scanner | Allows mobile field service, field sales and delivery personnel to Integrate the power of bar coding, Java applications, and Nextel's voice and data network to provide real-time information access in the field, (see AIRCIIC for service options) | s and delivery personnel to wa applications, and Nextel's sal-time information access in ons) | one-time device cost \$249 |
| Corrigo Expansion Module - Corrigo Cost Allocation and Parts Catalog | Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed. | \$10.00 | Televigation - TeleNav | Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited Routes requires additional Total Connect Plan. | 5 driving directions to guide a Unlimited Routes requires | \$9.99 |
| Corrigo Expansion Module - Corrigo Inventory Menegement | Extends ComgoConnect's Cost Allocation and Parts Catalog module so this exect inventory counts and corder points can be tracked for all stocking locations. CorrigoConnect is a preequisite. For Biotcherry use, Biackerry service plan is needed. | \$15.00 | TeleNav <i>Track</i> | Provides integrated GPS tracking, dispatching, reports, electronic timesheet and dynamic GFS navigation over Nextel GFS phones. Requires additional Total Connect Plan | spatching, reports, electronic ion over Nextel GPS phones. in | \$9.99 to \$21.99 |
| Corrigo Expansion Module - Corrigo Invoicing | With CorrigoConnect's Cost Allocation and Parts Catalog module, creates invoices from work order data captured in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed. | \$10.00 | Vettro - Rainmaker for salesforce.com | Provides online and offline access to the salesforce, com application. Salesforce, com is the market leader in online Customer Relationship Management and Sales Force Automation. | the salesforce.com application. In online Customer Relationship- lation. | \$35 per month AND 5 MB TC Plan or BlackBerry e-mall Plan |
| Corrigo Expansion Module - Corrigo Scheduled Work | Automates recurring work orders for service organizations performing preventively froutine maintenance to reduce administrative overhead and resure consistent service. CorrigoConnect is prevequiste. For BlackBerry use, BlackBerry service plan is needed. | \$10.00 | Voyager Systems - Voyager Choicepoint | Allows users to browse public records and proprietary records on inclivabilist and businesses instantly with a name or Social Security unumber including identity verification information, corporate information, and real property records. | s and proprietary records on with a name or Social Security I information, corporate is. | \$55.99 to \$99.99 |
| Corrigo Expansion Module - Corrigo Time Card Management | Provides 24/7 collection of time sheet information over Nextel phones and approval of timesheet information over the Web. CorrigoContext is a prerequisite. For BlackBerry use, BlackBerry service blan is needed. | \$10.00 | Voyager Systems - Voyager Contact | Data collection and query tool that streamlines the process of collecting fleid interview data and provides back-end analysis and alerting functions to assist in surveillance activities. | treamlines the process of vides back-end analysis and ance activities. | \$55.99 to \$75.99 |
| Corrigo - Corrigo Punch List | m 0 0 0 0 | \$10.00 | Voyager Systems - Voyager Query | Allows law enforcement officers to conduct record checks through state and federal criminal justice databases and to access local and proprietary databases. | anduct record checks through abases and to access local and | \$55.99 to \$75.99 |
| Corrigo - CorrigoConnect | Simple and powerful wireless, web-based work order and dispatch management solution for service organizations with extensive installation, maintenance and repair operations. | \$20.00 | Xora - Xora GPS TimeTrack | Combines analyses hours, job/work order management, GPS Xora - Xora GPS TimeTrack Coatbon tracking and barcode scanning capabilities. Requires additional Total Connect Plan. | | \$11.99; Business Plus module \$3.99; Scanning module \$1.99 |
| Corrigo - CorrigoConnect Java and CorrigoConnect Java-GPS | Simple and overful web-based when dred and dispatch management solution that delivers control over service apprehension comparies good prestalistion, maintenance and regal. It connects dispatch, field saff and management using the inference and lexest these proness using a jave offer. The GPS models shown seal time shall and work florestics on a rino in the office. GPS resolutes the | \$14 Java; \$3 Java-GPS | Please note Please con | Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more information. | ons require a one-time sel | t-up fee. nation. |

and you control and you have been a second to a major in the office. Office the second as the second and you have been a second to a major in the office. Office the second to a second to

| | BlackBerry Device Trade-byl Pomortion Get a \$100 Credit | so s | | | | | NEXTEL |
|--|--|--|--|---|--|---|---|
| Nextel Versatile Portfolio — Public Sector Sales Rep Name Tile (259) 123-1234 Nextel phone (559) 123-1234 Nax | | 2004I | | Contract Discount | | | September 2004 |
| New Handsel Prigning No Committee Thee National Promotion Three Special Far Formonional Price Frice After Discount | SIRON DELLA 76101 \$549.99 \$449.99 \$249.99 | 13E0 \$449.99 \$449.99 \$199.99 | \$289.99 \$199.99 \$119.99 \$119.99 | 17.60 \$2.99.99 \$1.99.29 \$1.90.95 \$1.90.9000000000000000000000000000000000 | 1710 \$274.99 \$174.99 \$89.99 \$89.99 | 1885 \$229.99 \$129.991 \$69.992 \$69.993 | 1205 \$174.99 \$74.99 \$9.99 ⁷ |
| Upgrafe Priding Replacement of Upgrafe with No Commitment ⁴⁴ Replacement of Upgrafe with Sorvice Areagment ⁴⁴ Replacement or Upgrafe with Sorvice Areagment ⁴⁴ Replacement or Upgrafe after Motorola Mail-in Rebatel ⁵³ Singface Singface Direct Comment Dullat Aleated Online Messarine | | | \$299.99 \$149.99 See Below ⁸ | \$239.99 \$149.99 \$46565555555555555555555555555555555555 | | ###################################### | \$174.99 \$24.99 ?#Pode/celabel/pletping/centine/gen- |
| Phone Features Color Screen Speakerphone | 65,000 | 65,000 | 65,000 | 000'59 | 65,000 | \ | Downloadable |
| Walkie-Talkie Speaker / Privacy Modes One Touch Direct Connect Downloadable Applications and Games (Java) | , , | · · · · | \ \\\ | , , , , | >> > | | > > |
| External Jispay Clain style priories) Voice Recorder Voice Activated Dialing | | , , , | , , , | | ,, | \ \\ | Downloadable |
| Contacts / Phonebook Entries Downloadable Wallpapers Downloadable Ring Tones | Unilmited | 009 | 009 | 009 | 009 | 250 | 009 |
| 6010 | | . > > | . , , | , , , | , , , | \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ | , , , |
| Accessory Connector Cover Alternate Line Service Support | | , , | , , | , , | , , | , | ,, |
| | | , | , | , , | , , | , , | , , |
| Profiles / Styles Customizable Main Menu Order | | , , | ` ` | ` ` ` | , | <i>,</i> | |
| Jailed Tan Initiale Emergency Group Connect Talkgroup Scan Service Support | | | | | | | |
| Full OWERTY Keyboard PDA Functionality with PC Synchronization Phonocolic Phono Council Phono | | | | | | | |
| 1 11 12 | , | , | | , | | | · |
| Adheres to Military Standards for Dust, Shock & Vibration Rubber Grip Rubber Grip Rubberized battery door | | | | | | | |
| | | Bronze | | | | | |
| | 4.4"X2.85"X1.02" | 3.3" x 1.8" x .8" | 3.6"x2"x1.1" | 3.6"x2"x1.1" | 3.6"x2"x1.1" | 5.15"x1.97"x1.14" | 4.8"X1.9"X1.0" |
| Battery 1Vpe | 5.8 | 3.6 | 5.1 | Standard Lithium Ion 5.1 | Standard Lithium Ion 5.1 | Sandaro Lithium Ion 4.8 | Standard Lithium Ion 5,14 |
| Time (Minutes) Time for Direct Talk (Standard Use) | 165 mins. N/A | 120 mins N/A | ZUU MINS N/A | 200 mms N/A | 165 mins N/A | 165 mins. N/A | 165 mins. N/A |
| Standbyll-Time Soldware and side drown models at all consistent and side of the si | 75 hrs. | 55 hrs. | 75 hrs. | 75 hrs. | 75 hrs. | 75 hrs. | 75 hrs. |

internation from the fact of t

| | Availeble 9/7/04 | Available 9/7/04 | | 7 | |
|---|--|--|--|---|---|
| Sales Rop Name (555) 123-1234 Nextel phone (555) 123-1234 is x rep.name@nextel.com | | C | 79 | | |
| New Handset Pricing | i325 | 1315 | | i58sr | 1305 |
| No Commitment Price | \$549.99 | \$324.99 | | \$249.99 | \$229.99 |
| National Promotion Price | \$449.99 | \$224.99 | | \$149.99 | \$129.99 |
| pedal rial rioliologial riice | CENTRAL CONTRAL CONTRACTURA CONTRAL CONTRAL CONTRAL CONTRAL CONTRAL CONTRAL CONTRAL CO | THE PROPERTY AND PROPERTY OF THE PROPERTY OF T | Constitution of the contract o | 第3次は10元の元が11元の10mmを対象を表現の10mmを対象を表現しません。 100mmに対象を対象を表現した。10mmに対象を表現しためには、10mmに対象を表現した。10mmに対象を表現した。10mmに対象を表現した。10mmに対象を表現した。10mmに対象を表現した。10mmに対象を表現した。10mmに対象を表現した。10mmに対象を表現となる。10mmに対象を表現を表現した。10mmに対象を表現のと、10mmに対象を表現を表現を表現のでは、10mmに対象を表現のでは、10mmに対象を表現のでは、10mmに対象 | Selective in the control of the cont |
| Upgrade Pricing | | | | | |
| Replacement or Upgrade with No Commitment?3 | \$549.99 | \$324.99 | \$249.99 | | \$229.99 |
| Replacement or Upgrade with Service Agreement ^{2,3} People amont or Upgrade after Molycola Mail in Behate ^{2,3,4} | \$399.99 | \$174.99 | \$99.99 | 88'66\$ | \$79.99 800 - Albitota water and the control of the |
| Services | and the control of the state of | A DESCRIPTION OF THE PROPERTY | | | The state of the control of the state of the |
| Direct Connect, Digital Cellular, Nextel Online, Messaging | , | | , | · | / |
| Phone Features Color Screen | 4.000 | | | | |
| Speakerphone | , | ` | , | ` | , |
| Walkie-Talkie Speaker / Privacy Modes | , | , | ^ | ^ | A |
| One Touch Direct Connect / Group Connect | , | > | ` | | , |
| ownloadable Applications and Games (Java) | , | | | , | |
| External Display (Clam style phones) | , | Daniel | Charleston | Douglasha | eldebeolomoo |
| Voice Activated Disting | | Downloadable | Downloadable | Downloadable | Downloadable |
| Contacts / Phonebook Entries | 009 | 009 | 009 | 250 | 009 |
| Downloadable Wallpapers | | | | | , |
| Downloadable Ring Tones | \ \ \ | | > " | | > " |
| Vibracall Aler | , | | | | |
| Accessory Connector Cover | . > | | , | | ^ |
| Altemate Line Service Support | , | , | | | , |
| Keypad Lock | , | , | , | , | , |
| Multi-Language | | | , | Downloadabla | ^ |
| Customizable Main Menu Order | . > | | | | |
| Direct Talk | , | ` | | | |
| Initiate Emergency Group Connect | , | | | | |
| Talkgroup Scan Service Support | , | | | | |
| Email Delivered Automatically | | | | | |
| PDA Functionality with PC Synchronization | | | | | |
| Changeable Phone Covers | | | | | |
| Carry Holster Included | , | | | | |
| Rain-Resistant | , | ^ | | | , |
| Adheres to Military Standards for Dust, Shock & Vibration | , | , | , | | > |
| ubber Grip | , | , | > | | |
| Kubbenzed battery door | | | The state of the s | | |
| Color Options | | | Vellow / Black | Black / Grev | |
| Phone Details | | | | | |
| Dimensions | 5.1'x 2.4'x 1.4" | 5.0°x 2.4" x1.4" | 3.7"x 2.1" x1.2" | 5.2"x2.1"x1.3" | 5.0"x2.3"x1.4" |
| Battery Type | High Capacity Litium fon | High Capacity Litium Ion | Standard Lithium Ion | High Capacity Lithium Ion | Ext. Cep. Lithium Ion |
| Weight w/Battery (oz) | 20.7 | 00.95 | 165 mins | 270 mins | 215 mins |
| Talk Time (Minutes) | 15 7 hrs | 15.6 hrs | NA NA | A/N | A/N |
| an Illie of Diect Ian Standard Ose) | 10.7 111.9. | 500 | | 1.00 | |
| 145 hrs. 125 hrs. | 135 hrs | .45 DIS | (S)UC/ | 125 RIS. | 20.00 |

Figure 11 for a scenario for the second control of the second cont

| Nextel Specialty Products — Public Sector Accounts | ccounts | | | Contract Discount: | 39% | | | | Sept | September 2004 |
|---|---------------------------|-------------------|-------------------|--|------------------------------|---|--------------------|------------------|----------------------------|------------------|
| Sales Ren Name | International | | | 1 | | | | | | |
| Title | -3 | | _ | | | | Photo | Photo | Photo | Photo |
| (555) 123-1234 cell | | • | | | | | Shown | Shown | Shown | Shown |
| (500) 123-1234 tax rep.name@nextel.com | (199) (1848) (1848) | | | | | | | | | |
| Discono | | | _ | | | | | | | |
| No Commitment Price | \$140.00 | ASUBIUS FIN AFO | ž L | 1M14100 | | 1K1200 GPS | m370 (Refurb.) | b370 (Refurb.) | m470 (S.O.) | m470 test (S.O.) |
| National Promotion Price | | \$249.99 | \$199.99 | \$199.99 | | \$449.99 | \$449.99 | \$549.99 | \$849.99 | \$1,149.99 |
| Special Flat Promotional Price | \$89.99 | \$99.99 | \$49.99 | 1 | l | \$449.99 | \$299.99 | \$364.99 | White Party and the second | 41,048.99 |
| Price Affer Discount | | | | | 劆 | 排除 教育用用限等 电 | 地域外期間地域與開 間 | 建筑和用型用的影响 | \$518.49 | \$640.49 |
| Upgrade Pricing Replacement or Upgrade with No Commitment | | \$349.00 | 00 000 | THE PROPERTY OF THE PROPERTY O | KERNETHER THE SERVICE STREET | Hindermanning | 9540.00 | \$640.00 | 00 000 | 00 000 |
| Replacement or Upgrade with Service Agreement | | \$249.99 | \$199.99 | | | den andre den en e | \$449.99 | \$549.99 | \$849.99 | \$1.049.99 |
| Services | | | | | | | | | | |
| Direct Connect, Digital Cellular, Nextel Online, Msg., | | > | , | | | | ^ | | , | , |
| Phone Features Color Screen | ^ | | | | | | | | | |
| Speakerphone | | , | , | | | | ` | , | , | , |
| Walkie-Talkie Speaker / Privacy | | > | ` | | | | | | | |
| One Touch Direct Connect/Group Connect | | | | | | | , | , | ` | , |
| Downloadable Applications and Games (Java) | | | | | | | | | | |
| Voice Becarder | | | | | | | | | | |
| Voice Activated Dialing | ,, | | | | | | | | | |
| Contacts / Phone Book | 200 | 230 | 230 | | | | 230 | 230 | 230 | 060 |
| Downloadable Wallpapers | | | | | | | 202 | 000 | 000 | 007 |
| Downloadable Ring Tones | | | | | | | | | | |
| VibraCall Alert | ` | , | ^ | | | | ` | , | | |
| GPS Enabled | | | | | | ` | | | | |
| Accessory Connector Cover | | | | | | | | | | |
| Kayand lock | , | , | , , | | | | | , | , | , |
| Multi-Language | . , | , | , | | | | , | | , | • |
| Profiles / Styles | | | | | | | | | | |
| Customizable Main Menu Order | , | | | | | | | | | |
| Direct Talk | | | | | | | | | | |
| Initiate Emergency Group Connect | | ^ | , | | | | | | | |
| Talkgroup Scan Service Support | | ` | ` | | | | | | | |
| Eull OWERTY Keyboard | | | | | | | | | | |
| PDA Functionality with PC Synchronization | | | | | | | | | | 1 |
| Changeable Phone Covers | | | | | | | | | | |
| Carry Holster Included | , | | | | | | | | | |
| Intrinsically Safe | | , | | | | | | | | |
| Adhese to Military Standards for Diet Sheet 9 Vilhantia | | , | , | | | , | | | | |
| Rubbar Grin | | ,, | , , | | , | , | | | | |
| Rubberized battery door | | | | | | | | | | |
| Additional features/items: | UK adapter | Factory Mutual | | | Requires Installation | Requires Installation | | | | |
| | Euro adapter | Approval | | | | and Accessories | | | | |
| Dimensions | 3.5"x1.9"x.8" | 5.51"x2.35"x1.73" | 5.51"x2.35"x1.73" | 3.5"×1.9"×1.1" | 5.0" × 2.2" × 7.0" | 5.0" × 2.2" × 7.0" | | | 1.7"x6.6"x8.2" | 1.7"x6.6"x8.2" |
| Battery Type | Lithium Ion | IMIN | | - | Hard-Wired | Hard-Wired | Hard-Wired | AC Pluo-in | Hard-Wired | Hard-Wired |
| Battery Strength/Size (mAh) | 500 mAh | 1500 mAh | 1500 mAh | 500 mAh | ΑN | N/A | N/A | A/N | A/N | N/A |
| Weight w/Battery (oz) | 3.7 | 11.8 | 11.8 | 2.6 | 21.2 | 21.2 | A/A | N/A | N/A | N/A |
| Talk Time (Minutes) | 290 mins | 312 mins. | 285 mins. | 5.5 hrs Total Connect; 100 mins Dial-up | N/A | N/A | ¥, | Ą. | Ą. | V/V |
| Talk Time for Direct Talk (Standard Use) | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | Ϋ́N | N/A |
| Standby Time | 170 hrs. | 80 hrs. | 82 hrs. | 25 hrs | N/A | N/A | N/A | A/A | A/A | N/A |
| Lines of Text on screen | 6 | 4 or 6 | 4 or 6 | N/A | N/A | N/A | 2 | 2 | 2 | 2 |

Hurs of the form of some that the form of the form of

| Discontinued Phones — Public Sector Accounts | Accounts | | | Contract Discount: | 39% | | September 2004 |
|---|---------------------|----------------------|----------------------|----------------------|----------------------|--------------|--|
| Sales Rep Name | | | -[| <u>-(1</u> | | 7 | |
| Title (555) 123-1234 cell (555) 123-1234 fax rep.name@nextel.com | |) (*##) | 2 | | | | \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ |
| Phone | BlackBerry 6510 | 1733 | i95cl | i90c | i60c | 135s | i30sx |
| No Commitment Price | \$449.99 | \$449.99 | \$324.99 | \$299.99 | \$199.99 | \$174.99 | \$164.99 |
| National Promotion Price | \$349.99 | \$349.99 | \$224.99 | \$199.99 | \$99.99 | \$74.99 | 经验的基础的,是是一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一 |
| Drice After Discount | 葛 | in definition | - Annicomment | \$119.99 | \$49.99 | 1 | \$0.99 |
| Closses Briss | | | | | | | |
| Updrade Pricing | \$83.33 | \$199.99 | \$99.99 | \$49.99 | \$39.99 | | · 排取到數學與學術學與例如其一一一 |
| Replacement or Upgrade with No Commitment | \$449 99 | 00 077% | 6324 99 | \$200.00 | \$100.00 | 8474 00 | 646400 |
| Replacement or Upgrade with Service Agreement | 66 66\$ | \$199.99 | \$00 00 | \$49.00 | \$30.00 | 674.99 | \$104.99 |
| Phone Details | | | 20000 | 00:01 | 66.600 | 66.4.9 | de la companya de la |
| Technology | DEN | iDEN 800 Mhz | IDEN | DEN | iDEN 800 Mhz | NEC! | DEN 800 Mbz |
| Dimensions | 4.4"x2.95"x1.02" | 3.6"x2"x1.1" | 3.5"x2"x1.7" | 3.5"x1.9"x1.11" | 3.5"x2"x1.7" | 5"x1.9"x1.3" | 5.1"x1.9"x1.2" |
| Battery Type | 900 mAh Lithium Ion | Standard Lithium Ion | Standard Lithium Ion | Standard Lithium lon | Standard Lithium Ion | lol | Standard Lithium Ion |
| Weight w/Battery (oz) | 5.8 | 5.1 | 5.45 | 5.1 | 5.36 | 6 oz | 5.4 |
| Talk Time (Minutes) | 165 mins. | 200 mins | 200 mins | 200 mins | 165 mins | 270 mins. | 165 mins |
| Standby Time | 75 hrs. | 75 hrs. | 75 hrs | 75 hrs | 75 hrs | 125 hrs. | 75 hrs. |
| Phone Features | | | | | | | |
| Direct Connect | , | ` | , | ` | , | ` | |
| Speakerphone | | > | ` | , | , | Downloadable | Downloadable |
| Color Screen | | 65,000 | 256 | | | | |
| VilvaColl Mod | | | | | | | |
| Active / Passive Flip Options | | | | | , | • | |
| Voice Notes | | > | , | ` | | | |
| Initiate Emergency Group Connect | | | | | | | |
| Internet Ready / Data Capable | ` | ` | , | ` | , | , | , |
| Alternate Line Service Support | | , | , | ^ | > | , | , |
| GPS Enabled | | , | | | | | |
| Calls List (sent/received) | | ^ | ^ | ^ | ` | ` | ` |
| Phone Book | , | ^ | ` | 1 | ^ | , | , |
| Date Book | | > | , | ^ | | | |
| Downloadable Applications and Games (Java) | , | , | > | , | | | |
| Downloadable wallpapers | | | > | | | | |
| Demolecture Diez Tenes | • | > | `` | • | , | \ \ \ | , |
| Customizable Main Manu Order | | > | | , | | | |
| Customizable Main Menu Order | | * | , | , | | | |
| Auto Anguer | | , | | > | | | |
| Multi-l anguiade | , | | | | | , | |
| 3-Way Calling | | | | | | | |
| Exchangeable Facentate & Keynad | | | | | | | |
| Belt Clip / Holster / Carry Case Included | ^ | , | ` | ` | | | |
| Mil Spec 810 C/D/E Dust. Shock & Vibration | | | | | | | |
| Rubber Grip | | | | | | , | |
| Minimum size 6.5 oz & 14 cubic inches | | | | | | | |
| Rubberized battery door | | | | | | | |
| Reinforced Antenna Stem | | | | | | | |
| Color Options / Additional Items | | | | | | Rlack | |
| | | | | | | | |

Phone prioss are with through 90.00d unless otherwise inclode, while phone supples last, and are subject to change. Octain restrictions may apply, Offers are subject to evaluation; include may apply, offers are subject to evaluation; include an area of \$250 per priore, up to \$250 per account (scrown perfects man of \$250 perfects man of \$250 per account (scrown perfects man of \$250 perfects ma

| Sales Rep Title rep.name@nextel.com | er iD [©] | Get 100 Bonus Minutes per Month for 12 months! | | Two-Way | Included Messaging | Express. | | | | Get 100 Bonus Minutes per Month for 12 months! | | Premium Web, | Included Way Messaging | | Book** | | , | Contractually Covered? | | Two-Way | \$1 per month Messagino | Express** | | | Contractually Covered | | | Bun-1 In Options | Included Available** | | | | | | | Primary Line N/A | | | | _ | per month Available** | | | Included Full Service | 1 |
|--|---------------------------------|--|----------------------------|------------------------|------------------------|-----------------------------|-----------------------------|--|---|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|------------------------|---|---|------------------------|-----------------------|-----------------------|-------------------------|-----------------------|--------------------------|----------------------------|-----------------------|----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|-----------------------------|---|--------------------|------------------------------|-----------------------------|-------------------------|------------------------|--|--|--------------------|-------------------------|--|--|-----------------------------|----------------------------|
| | Caller ID ⁶ | linutes pe | | | Incl | | | | | linutes pe | | | luci | | | | | | | | \$1 per | | | | | | | | <u>1</u> | | | | | | č | Prima | | | | | \$1 per | | | Incli | |
| | Voice Mail | at 100 Bonus M | | | Included | | | | | at 100 Bonus M | | | Included | | | | | | | | \$1 per month | | | | | | | | pepnjoul | | | -Wav Premier | ray riginal. | | : | Primary Line | | | | | \$1 per month | | | Included | 7.00.00.00.00.00 |
| | Domestic Long | Ö | | | Included | | | | | Ge | | | Included | | | | | | | | Included | | | | | | | | Included | | | decess plus Two | recess bins inc | 20¢ ner min | | Included | | | | | Included | | | Included | |
| Tracey Archer Fax: (517) 324-4850 | Nights & Weskends 4 | | | | Unlimited | | | ging Premier. | | | | | Unlimited | | | | | | | | Unlimited | | | ging Premier. | | | | | \$10 per month | | | S: or \$15 UNDC | 23,01410,0150 | 4/N | | Unlimited | | | | | Unlimited | jing Premier. | | N/A | |
| Fæ | Share | | | | õ | | | Two-Way Messa | | | | | 2 | | | | | | | | Both | | | Two-Way Messa | | | | | Cellular | | | Two-Wav Exores | and reduced to the | | | §. | | | | | 2 | Two-Way Messag | | S S | |
| Cell: (517) 202-3759 | Group Connect | | | | 15¢ per minute | | | per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier | | | | | 15¢ per minute | | | | | | | | 15¢ per minute | | 90 1,000 | NDC Access plus | | | | _ | 15¢ per minute | | | 30 days free blus 100 Bonus Winites ber month for 12 months: \$10 UNDC Acress blus Two-Way Exmess: or \$15 UNDC Acress blus Two-Way Premier | end seepar on | | | Α'N | | | | | 15¢ per minute | 9 - 2,000 per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier | | 15¢ per min | |
| leo Ce | Direct Connect Overage | | | | √,× | | | xpress; or \$15 U | | | | | N/A | | | xpress. | | | | | 15¢ per minute | | | xpress; or \$15 U | | | | | Y. | | | 12 months: \$10 U | 200 | | | Ϋ́Z | | | | | 15¢ per minute | xpress; or \$15 Ul | | N/A | 1 |
| | Direct Connect | | | | Unlimited | | | Way Messaging L | | | | | Unlimited | | | Way Messaging E | | | | | 250 | _ | | Way Messaging | | | | | Unlimited | | | es per month for | or mounted so | | | Α/N | | | | | 100 | Way Messaging E | | Unlimited | |
| | Cellular | | | | 40¢ per minute | | | Access plus Two | | | | | 40¢ per minute | | | per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express. | | | | | 40¢ per minute | | | Access plus Two | | | | | 35¢ per minute | | | 100 Bonus Minu | | 10¢ ner min. | | 40¢ per minute | | | | | 40¢ per minute | Access plus Two- | | A/N | |
| | Service | | | | One-Year | | | onths: \$10 UNDC | | | | | One-Year | | | onths: \$10 UNDC | | | | | One-Year | | | onths: \$10 UNDC | | | | | One-Year | | | 30 days free plus | end as a compa | | <u>'-</u> | One-Year | | | | | One-Year | onths: \$10 UNDC. | | One-Year | 1 |
| | Cellular Minutes | | 250 + 100 | 400 + 100 | 800 + 100 | 1200 + 100 | 1600 + 100 | onth for 12 m | | | 250 + 100 | 400 + 100 | 600 + 100 | 800 + 100 | 1600 + 100 | onth for 12 m | | | 0 | 400 | 900 | 800 | 1,000 | onth for 12 m | | 9 2 | 200 | 1.000 | 1,300 | 2,000 | 2,500 | Talk & Text offer? | | o | 200 | 350 | 200 | 1,000 | | 200 | 1,000 | onth for 12 mc | | Unlimited | |
| | Discounted Monthly Access | | \$44.99 | \$53.99 | \$80.99 | \$107.99 | \$143.99 | Minutes per n | | | \$53.99 | \$62.99 | \$71.99 | | | Alnutes per m | | | \$13.50 | \$35.99 | \$44.99 | \$62.99 | \$80.99 | Minutes per m | | \$35.99 | \$62.99 | \$80.99 | \$107.99 | \$143.99 | \$179.99 | Buv-up Talk | | \$5,39 | \$17.99 | \$26.99 | \$35.99 | \$53.99 | | \$35.99 | \$53.99 | Alnutes per m | | \$179.99 | - |
| 1651 1551 | Monthly Access* | | \$49.99 | \$59.99 | 66.68\$ | \$119.99 | \$159.99 | 00 Bonus I | I | | п | | \$79.99 | \$99.99 | \$169.99 | 00 Bonus A | | | \$15.00 | \$39.99 | \$49.99 | \$69.99 | \$89.99 | 00 Bonus A | | \$39.99 | 869.00 | \$89.99 | | | | | | - | \$19.99 | \$29.99 | \$39.99 | \$59.99 | | \$39.99 | \$59.99 | \$99.99 II | | \$199.99 | |
| Government Employee Discount | PLANS | | | | | g 1200 | g 1600 \$159.99 \$143.8 | offer ? 30 days free plus 1 | | | | | | | 9 Flus 1200 | Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes pe | | | Add-on | 400 | 900 | 008 | 1000 \$89.99 \$80.99 | ther 7 30 days tree plus 1 | | | | | e 1300 | e 2000 | National Shared Minute 2500 | nd to the second after first | | | 200 | 350 | \$ 500 | National Alternate Line 1000 \$59.99 \$53.99 \$53.99 | | | | National Value 2000 Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes | | | |
| Government En | RATEPLANS | | National Free Incoming 250 | Vational Free Incoming | Vational Free Incoming | National Free Incoming 1200 | National Free Incoming 1600 | Buy-up Talk & Text o | | | National Free Incoming Plus 250 | National Free Incoming Plus 400 | National Free Incoming Plus 600 | National Free incoming Plus 600 | Vational Free Incoming | Suy-up Talk & Text o | | | Vational Team Share A | lational Team Share 4 | lational Team Share 6 | Jational Team Share & | National Team Share 1000 | Suy-up Talk & Text o | | National Shared Minute 100 | lational Shared Minute | National Shared Minute 1000 | National Shared Minute 1300 | lational Shared Minute | Vational Shared Minute | ellular minutes roun | | Alternate Line Pay As You Go | National Alternate Line 200 | lational Alternate Line | ational Alternate Line | Ational Alternate Line | | National Value 500 | lational Value 1000 | tuy-up Talk & Text of | | National Unlimited NDC Plus | Carlotte Carlotte Carlotte |

Nights & Domestic Long Voice Mail
Weekends Distance Share

NOL

Direct Connect Direct Connect Group Connect Minutes

Cellular Overage Monthly Monthly Cellular
Access Minutes

RATE PLANS

UNDC Access plus Two-Way Messaging Prem £ 15¢ per minute
 Local Instant Connect UDC
 \$33.99
 \$23.39
 \$32.39
 \$32.39
 \$32.99
 \$32.39
 Instant Connect SO
 Instant Connect SO
 Instant Connect SO
 Add per minute
 Instant Connect SO
 Inst

Buy-Up Options Available**

\$1 per month

\$1 per month

20¢ per minute (or Included w/ \$10 Buy-up)

Unlimited

Inlimited Email ≀ Web Access

Included

Included

15¢ per minute Cellular \$10 per month No × Unlimited 35¢ per minute 40¢ per minute | Section | State | Section | State | Section | Section

\$1 per month \$1 per month Included Unlimited Both 15¢ per minute 15¢ per minute 250

Contractually Covered Included Buy-Up Option Available** Included 15¢ per minute
 One-Year
 20¢ per minute
 100 200 350
 15¢ per minute
 15¢ per minute
 15¢ per minute
 250 500

 mrhrs: \$10 UNDC Access plus Two-Way Messaging Express; or \$16 UNDC Access plus Two-Way Messaging Premier.
 1,000
 1,000

 Covernment Local Shared 100
 \$24.99
 \$22.49
 0

 Covernment Local Shared 400
 \$39.99
 \$35.99
 \$20.00

 Scovernment Local Shared 400
 \$64.99
 \$44.99
 \$20

 Sovernment Local Shared 700
 \$44.99
 \$30
 \$30

 Boy-up Talk & Text Orfer 7 30 days free plus 100 Bonas Minutes per month for 12 m
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 Contractually Covered Included Included Included Unlimited Both 15¢ per minute 15¢ per minute 250 40¢ per minute One-Year | \$ \$22.50 | 0 | | \$ \$40.50 | 300 | | \$ \$49.50 | 500 | | \$ \$67.50 | 700 | | \$ \$85.50 \ldots | 900 | \$25.00 | \$45.00 | \$55.00 | \$75.00 | \$95.00 | \$95.00 | \$provides priori Soverment Total Rewards 500
Soverment Total Rewards 500
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Two-Way Premier**

- Other monthly charges apply. Exted imposes a Federial Programs Cost Recovery (FPC) has 0 # 25.2. The FPCR is not a tax or government required charge. The fed is charged to one or more of the followings; EB11 number pooling and winebes number portability.

The control of the Co

2 Nationwide Direct Connect cable are charged to the call inhalistic, use DC minutes in your plan and focus on either (i) 10 chinhin multipled by the number of participants, or (i) a monthly fail fee for unfamilied accesss. Requires a class-capable priorie. NDC does not apply to Group Counsed.

3 Direct Connect males are examiliable by your board call along the counsel casts. Limited Direct Connect minutes can be used for Group Connect casts.

4 Whigh the explories We Weekening and First Connect casts. Limited Direct Connect minutes can be used for Group Connect casts.

5 No additional drawing for Connect carp Disease and Allon is the plan.

6 Challen (D may not be evaluable on at casts. Read Service Agreement for details. 1 Share Key; Both - celuluar and DC; Celuluar - celuluar - celuluar and DC; Celuluar - celulu

7 Group Commet charges are definitined by multiplying the minder of user, number of bardicipants, and the applicable rate. Group Commet charges are calculated by multiplying the minder of user, number of bardicipants, and the applicable rate of the accounts of the accounts of the most failth in the hand with the accounts of the acco

? Indicator Blate Para are available for Inclusion as part of Pedram; State and Local contracts. At other nate plans should be determed as limited time offers and are author) to change a subject Contract are beatmarks, service marks and/or repaired marks of Natural Community.

SEPTEMBER 2004

| To the second | ERVICE PLANFRAGE CONTRIBUTION | SERVICE FLAN | WMONTHLY PRICE | THE TRACE OF MONTHLY PRICE OF HIMPEN THE BUNDLEDISERVICES HERE THE FOREST THE PROPERTY OF THE | PERMISSECTAL PROMC | TIONAL OFFERS THE |
|----------------|--|---|--|--|--|--|
| CKVGES | Mossaging Packago | Stay connected while on the go with these mobile messaging services and condact management tools. | \$10.00 | Unimited Tvo-Way Yesseging, ACL®, Instant Messengel ³¹ , Actives Book, Address Back Admin & Wineless Wab Service | 60 Bount Anytime Calular Hinates per month for 12 month. 13 month at 10 SENIZE CREET WHIN SESSAGING. 140 GENIZE CREET WHIN SESSAGING. 15 AGOVER IS ADDED TO NEW PHONE ACTIVATION as part of Equipment for accounts with 10 or non units, Good Than 10/21/04, for program rules and equiliny nefer to sex/lack-seiling coets/sciedy for Business. | Ir Minutes per month for EN MESSAGING EW PHONE ACTIVATION 1083. For accousts with a 10/31/04. For program sec/inc>eeling |
| /a | Full Service Package | The most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go. | \$15.00 | Wiraless Web, Premium Web, Unlimited Two-Way Mestaging, AOL® Instant Messenger ^{TN} , Mobile Email, Address Book & Address Book Admin | 60 Bonus Anytime Cellular Minutes per month for 12 months. | r Minutes per month for |
| | Hobile Admin Package | Allows administrators to remotely manage contact lists and customize phones. Net menus for an entire account, Includes Two-Way Messaging Express. | \$10.00 | Address Book Admin & MyVVew Admin | Combine with Two-Way Hessaging Premier for only \$15.00. | fessaging Premier for |
| 35 | SERVICE PLAN | DESCRIPTION | MONTHLY PRICE | SPECIAL PROMOTIONAL OFFERS | MESSAGING | FULL SERVICE |
| | Wireless Web | Access to over 80 top wireless internet sites to stay informed, entertained and in control of your business and personal lives. Includes Two-Way Messaging <i>Express of Pages</i> | \$3.50 | | Included | Included |
| | Premium Web | Access any wireless Internet URL set bookmarks, customize browser menu with MyView, access AOL® and MSN Hobile, AOL® Mail, AOL® Instant Messenger ³⁴ , and Hotmall. Includes Web and Two-Way Messeging <i>Express</i> . | \$10.00 | 59% off for first 3 months of service, plus 60 Bonus Anytime Callular Minutes par month for 12 months. | | Included |
| | Two-Way Hessaging Express | Pay-as-you-go basic messaging service, \$0.10 per message. | \$0.10 each | ONE NORTH PREE OF TWO-WAY HESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT THE 10D Devou callular minuter for 1 months with his 42 Tall & 1 was Offer. Included with National Trea Discoming Daws, National Treas Share Plans & NASCAN SOO Ben'll fine of unberlieved to another reseasaging searches). | | |
| | Two-Way Measaging Premier | Send and receive unlimited messages. Includes Web and Address Book. | \$7.50 | ONE MONTH FREE OF TWO-WAY MESSAGING PRENIER AND MATCHWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$4.5 Talk & Text Offer | Included | Included |
| SNV | AOL® Instant Messenger TH | Exchange Instant messages with any AIM user with your existing Screen Name and Buddy List feature. Includes Web and Two-Way Messaging Express | \$5.00 | | Included | Included |
| ia 351 | Alerta (SMS) | Incoming text and numeric SMS alerts. | \$0.15 each 300 Alerts = \$5.00 1000 Alerts = \$9.00 | | \$0.15 each | \$0,15 each |
| VA: | Mobile Email | Access your POP3 ISP accounts, Microsoft Outlook and IBM Lotus Notes. Includes Web and Two-Way Messaging Express. | \$5.00 | | | Included |
| S TAUGIVIONI . | International Data Services | Acces to data services including Hessaging services, Wireless Web, BlackBerry, and Mobile Email when you travel to Canada, Medico, Peru, Bezali and Argestine. | Pay as you go: \$0.03/kilobyte, Two-Way Express users pay \$0.10/message plus plus per kilobyte charge Unlimited International Dara Access: \$10/month; Two-Way Express users pay \$0.100/message plus monthly fee | TO COMMENT OF THE PROPERTY OF | | |
| | Address Book | Manage up to 2,000 contacts at Nextel.com, access remotally from your phone, demonated comporate demonated in categories and involves administrator-leaded corporate actory. Includes Web and Two-Way Messaging Express. | \$5.00 | | Included | Included |
| | Address Book Admin | Allows end-users to access administrator-loaded directory of up to 10,000 contacts. Includes Two-Way Messaging Express. | \$3.50 | | Included | Included |
| | Mobile Locator TM | Allows managers and dispatchers to view the current location of fleid employees in real time on an Internet-based map. Includes Two-Way Messaging <i>Express</i> | \$15.00 | Combine with Two-Way Messaging Premier for only \$20.00. | | |
| ak wa | NOL Racing Connection ¹ | Introductory-level service bundle of Wireless Web, Two Way Messaging Express and Total Connect As-You-Go perfect to trial the NASCAR.COM TO GO service. | \$5.00 | \$5 access and Total Connect usage charges walved for the first 2 months of service! | | |
| | NOL Racing Connection PLUS Package ² | The complete bundle for avid race fars — get the MASCAR.COM TO GO subscription, 2 PIG of Total Connect usage, Wireless Web service and Two-Way Heasaging Express in one convenient, Nexte blied packaget | \$15.99 | FIRST MONTH FREE! | | |
| MAM | Mobile Applications Manager (MAM) 3 | Hobite Applications Hengary Rillows colciments to miningly, purchase and distribute SAWA apps over-the-air with no requirement for certification from Nexue; provides a private, secure applications library, included with Pacestream Gold and all Toal Connect 1.198 and above plans. | no requirement for certifical | tion from Nextel; provides a private, secure applications library. Included with | HONTHLY P | MONTHLY PRICE: \$5,00 |
| | NAME OF TAXABLE PARTY O | | THE CONTRACTOR OF THE CONTRACT | HERETATEST PARTICIPATION OF THE PROPERTY OF TH | | The constitution of the process of the |

| 60 | | 54.99 | | Now includes the phone-based services of the Pu Service Package a great competitive advantage | Now includes the phone Service Package a gre | Unlimited winders accors to the Internet for laptops and PDA's at speeds up to A SEkbps using your wireless modem card or tethered phone. Includes the Full startor Package for phone-based services. | Packetstream Gold * |
|--------------------------|---|------------------------|--|--|---|---|--------------------------------|
| ED PRICE SUBSESSED STATE | DISCOUNT | NLY PRICE BRIDGE SHIPM | NOW I WON'T | OTIONAL OFFERS | SPECIALIPROM | THE DESCRIPTION HER STREET, ST | |
| \$0.003 | 2010/01/2010 PDR JELOS 01/2010 | \$102.99 | 100 CONT. 38190 CONT. | \$99.99 | 100 MB | Total Connect 100 MB | menum collection abbas. |
| \$0.00\$ | 98198 | \$62.99 | 166535cc=960.0F(0F4:d66a6a6a16666 | \$59.99 | 50 MB | Total Connect 50 MB | O Net access, and bening-time- |
| \$0.00\$ | 7.51.55.00.000 8527.06 0 9 CF 15 PAR | \$32.99 | 10000000000000000000000000000000000000 | \$29.99 | 10 MB | Total Connect 10 MB | aware Java apps, wireless |
| \$0.009 | 200000000000000000000000000000000000000 | \$22.99 | Piritain beide (CO) Francisco (CC) | \$19.99 | 8W S | Total Connect 5 MB | PDA or laptop for network- |
| \$0.01 | \$10.66 | \$12.99 | Pharieledoder OF SECOTATE INDIANA. | 66'6\$ | BW I | 7. Total Connect 1 MB | addresses from your phone, |
| \$0.05 | Pakedraendne VIN sectricodatoss | N/A | Spergeral AM Proposition (Spergerate) | \$2.99 | 0 MB | Total Connect As-You-Go | Access private or public IP |
| OVERAGE per KB | Discounted Price | anaricze parce | Discounted Price | PRIVATE IP | исторер мв | SERVICE PLAN | DESCRIPTION |

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SEPTEMBER 2004

NEXTEL BLACKBERRY SOLUTIONS

Sales Representative Name & Phone Number

| | ANT (HATELER PROTECTION AND RECORD TO AN ORIGINAL HORSE THAT HATELE HER PROTECTION TO BE AN ORIGINAL HORSE AND THE PROTECTION A | dibinational interpretation of the second control of the second co | BlackBerry Service Options | A STEERING CONTINUES OF STREET | TO THE PARTY OF TH |
|----------|--|--|--|----------------------------------|--|
| | SERVICE | MONTHLY ACCESS | BLACKBERRY EMAIL | DIRECT CONNECT | CELLULAR |
| | Nationwide Free Incoming Plan | 66'66\$ | Unlimited | Unlimited DC & NDC | Unilmited Incoming, 300 Outgoing Mins, \$0.40/Min Overage, LD Included Now Included Unlimited Nights and Weekends and 100 Bonus Minutes for 12 Months |
| | BlackBerry National Team Share 400 | \$79.99 | Unlimited | 250 | 400 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| SNV | BlackBerry National Team Share 600 | 66'68\$ | Unlimited | 250 | 600 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| id Eb | BlackBerry National Team Share 800 | \$109.99 | Unlimited | 250 | 800 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| EKAI | BlackBerry National Team Share 1000 | \$129.99 | Unlimited | 250 | 1,000 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends |
| S | Email Only Plan - Unlimited | \$49.99 | Unlimited | \$0.20/Min | \$0.40/Min |
| | Email Only Plan - 3MB | \$39.99 | 3MB (\$0.01/KB Overage) | \$0.20/Min | \$0.40/Min |
| | Voice & Email Plan - Unlimited | \$44.99 | Unlimited | Quali | Qualifying Voice Plan Required |
| | Voice & Email Plan - 3MB | \$34.99 | 3MB (\$0.01/KB Overage) | Quali | Qualifying Voice Plan Required |
|] | PRODUCT | | Equipment DESCRIPTION | | * PRICING |
| DEATCE | BlackBerry 7510" | Fully loaded, full color handhe delivery | Fully loaded, full color handheld with cell phone, walkie-talkie and speakerphone. Automatic email delivery. Includes Nextel Online Wireless Web access. | | RRP = \$549.99 1-2 Units = \$349.99 3-4 Units = \$299.99 5+ Units = \$249.99 (Brightpoint Price = \$549.99) |
| | PRODUCT | | DESCRIPTION | | PRICING |
| . S | 5/2 | Purchase 5 BlackBerry 7510 han combined low price. Save \$400. | Purchase 5 BlackBerry 7510 handhelds and 5-user BlackBerry Enterprise Server software for one combined low price. Save \$400. | | \$1,548.95 |
| andwn | 10/20 | Purchase 10 BlackBerry 7510 handheld one combined low price. Save \$1,700. | Purchase 10 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$1,700. | | \$3,999.90 |
| U | 20/20 | Purchase 20 BlackBerry 7510 handheld one combined low price. Save \$2,700. | Purchase 20 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$2,700 . | | \$5,499.80 |
| S10 | \$100 BlackBerry Trade-Up Promotion: Offer expires November 30. | 2004 or while supplies last. A \$100 | ifier axies November 30, 2004 or while supplies last. A \$100 credit will be applied to the account as "Used Equipment Reinbursement" on the 1st or 2nd invoice after the trade-in | the 1st or 2nd invoice after the | tade-in |

** Still BlackBerry Trade-Lip Promodest: Offer explose November 3, 2004 or with sea spillage last. He applied to the account as "Used Edulyment Reinforms and provide as to 2 and invitore after the rede-in unit must be involved the rede-in unit must be involved and to the spillage of the Story of 200 ordel. Trade-in unit must be involved and the spillage of the Story of 200 ordel. Trade-in unit must be involved and the spillage of the Story order. Trade-in unit must be involved and spillage or the Story order. Trade-in unit must be involved and spillage or the Story order. Trade-in unit must be involved and spillage or the Story order. Trade-in unit must be involved and spillage or the Story order. Trade-in unit must be involved and spillage or the Story order. Trade-in unit must be involved and spillage or the Story order. Trade-in the Story order order in the spillage order order. Trade-in the Story order order order order. Trade-in the Story order order order order order. Trade-in the Story order order order order order order order order order order. Trade-in the Story order orde

| Fotal Connect and Pa Sales Representative Name | Total Connect and Packetstream Gold Plans / Business Solutions Pricing Sales Representative Name | Solutions P | ricing | Compatible product | | September 2004 |
|--|--|---|---|---|---|---|
| | | Tethered Pack | Tethered Packet Data Rate Plans | | | |
| Totalio | Total Connect & Packetstream Gold Plans | Included MB | Private JP Price | mystalications #3/mo | Effective speed KB | Overage Per KB |
| fotal Connect As-You-Go | | 0 | \$2.99 | N/A | 19.2 | \$0.05 |
| fotal Connect 1 Megabyte - Phone | thone | 1 | \$6.99 | \$12.99 | 19.2 | \$0.01 |
| Total Connect 5 Megabyte - Phone Plus | thone Plus | 5 | \$19.99 | \$22.99 | 19.2 | \$0,009 |
| Total Connect 10 Megabyte - PDA | PDA | 10 | \$29,99 | \$32.99 | 19.2 | \$0.00 |
| Total Connect 50 Megabyte - Laptop | Laptop | 50 | \$59.99 | \$62.99 | 19.2 | \$0.005 |
| Total Connect 100 Megabyte - Laptop Plus | - Laptop Plus | 100 | \$99.99 | \$102.99 | 19.2 | \$0.003 |
| Packetstream Gold * | | unlimited | \$54.99 | N/A | Up to 56.6 | N/A |
| Application | Busine Inestription of San (5) | ess Solutions Ap | Business Solutions Applications - Nextel-Billed 'Conjugate Applications - Nextel-Billed 'Conjugate Applications - Nextel-Billed | bel presibation of stricts | of Sarvice | Monthly |
| @Road - Pathway | assed mobile resource management solution. Uses GPS- 14 phones to map and report on the routes and stops of work force. Requires additional Total Connect Plan. ar Code Scanner available. | \$14.95 to \$16.95; Bar code: \$3.95 | Datatrac - Wireless eTrac | Raal-time updates of pick-ups, delivery and proof-of-delivery data throughout the delivery chain for independent expedited transportation industry. | ery and proof-of-delivery data lependent expedited | \$27.50 |
| ActSoft - Comet Tracker | Uses GPS to locate and track workers, keep electronic timesheet, and dispatch tasks with locations displayed on a map and are continuously updated. Requires additional Total Connect Plan. | \$17.00 | Gearworks - etrace | An enterprise-level solution that can scale to manage a variety of field service activities. Features include GPS-mapping and dispatch, timesteest, citiving infections, real-time work status, geo-fencing and a variety of key metric reports. | scale to manage a variety of ude GPS-mapping and dispatch, me work status, geo-fending | \$14.95 to \$59.00 |
| Aether - PocketBlue | Combines the freedom of portability with the security of being fully integrated with every arm of your agency. | \$75.99 | Nextel Interoperability Directory | Unique service offering designed to facilitate interoperable communications between Public Safety organizations. | acilitate interoperable ety organizations. | \$5.00 to \$10.00 |
| AirCilc Barcode Scanning Solutions | Allows customers to wirelessly track assets. Arcite solutions are "90-10 Applications", 90% of functionality is already bull, and 10% of the solution is customized to meet unique needs of a customer. | \$30, Type 1 \$30, Type 2 \$35, Type 3 \$40 | Penchant - Deo | Provides two-way pertinent job information and location updates in real time. Dee Barcode allows scanning of job information in real time. Dee GPS and Barcode provides job information, location updates and scanning in real time. | mation and location updates in ling of job information in real s job information, location | \$11.00 to \$21.00 |
| AirHours - AirPut | Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets. | \$19.99 | ServiceHub - ServiceHub | Hosts Industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of Information. | hat provide organizations with their workflow and instantly | \$30 ServiceHub Dispatcher; \$30 Workflow Mgmt.; \$20 / Location Sycs. |
| Constructworks - CityConnect | Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors. | \$3.50 | Symbol - Symbol PSM20i Barcode Scanner | Allows mobile field service, field sales and delivery personnel to integrate the power of bar coding, Java applications, and Nextel's voice and data network to provide real-time information access in the field, (see ArtiCir Or, service options). | s and delivery personnel to wa applications, and Nextel's al-time information access in ons) | one-time device cost \$249 |
| Corrigo Expansion Module - Corrigo Cost Allocation and Parts Catalog | Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is intereded. | \$10,00 | Televigation - TeleNav | Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited Routes requires additional Total Connect Plan. | s driving directions to guide a Unlimited Routes requires | 66'6\$ |
| Corrigo Expansion Module - Corrigo Inventory Management | Extends CorrigoConnect's Cost Allocation and Parts Catalog module so this toward inventory counts and reorder points can be tracked for all stocked restainns. CorrigoConnect is a precquisite. For BlackBerry use, BlackBerry service plan is needed. | \$15.00 | TeleNav <i>Track</i> | Provides integrated GPS tracking, dispatching, reports, electronic thresheet and dynamic GPS navigation over Nextel GPS phones. Requires additional Total Connect Plan | patching, reports, electronic on over Nextel GPS phones. In | \$9.99 to \$21.99 |
| Corrigo Expansion Module - Corrigo Invoicing | With CorrigoConnect's Cost Allocation and Parts Catalog module, creates involces from work order data captured in the field. GorrigoConnect is a prerequisite. For BlackBerry Jesey BlackBerry Service plan is needed. | \$10.00 | Vettro - Rainmaker for salesforce.com | Provides online and offline access to the salesforce.com application. Salesforce.com is the market leader in online Customer Relationship Management and Sales Force Automation. | the salesforce.com application. In online Customer Relationship ation. | \$35 per month AND 5 MB TC Plan or BlackBerry e-mail Plan |
| Corrigo Expansion Module - Corrigo Scheduled Work | Automates recurring work orders for service organizations performing preventive/routine maintenance to reduce administrative overhead and resure consistent service. CorrigoComnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed. | \$10.00 | Voyager Systems - Voyager Cholcepoint | Allows users to browse public records and proprietary records on inclividuals and businesses instantly with a name or Social Security turnber including identity verification information, corporate information, and real property records. | s and proprietary records on with a name or Social Security information, corporate is. | \$55.99 to \$99.99 |
| Corrigo Expansion Module - Corrigo Time Card Management | Provides 24/7 collection of time sheet information over Nextel phones and approval of timesheet information over the Web. CorripoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed. | \$10.00 | Voyager Systems - Voyager Contact | Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities. | treamlines the process of ovides back-end analysis and ance activities. | \$55.99 to \$75.99 |
| Corrigo - Corrigo Punch List | Enables punch less ("to do" less), detailled job tasking, and mortivalers layerdours to be managed anywhere. Compo unch List automates the transfer of inspection requirements and results. To somptionment as perequisite. For BlackBerry use, BlackBerry service plan is needed. | \$10.00 | Voyager Systems - Voyager Query | Allows law enforcement officers to conduct record checks through state and federal criminal justice databases and to access local and proprietary databases. | nduct record checks through abases and to access local and | \$55.99 to \$75.99 |
| Corrigo - CorrigoConnect | Simple and powerful wireless, web-based work order and dispatch management solution for service organizations with extensive installation, maintenance and repair operations. | \$20.00 | Xora - Xora GPS TimeTrack | Combines employee hours, job/work order management, GPS location tracking and barcode scanning capabilities. Requires additional Total Connect Plan. | order management, GPS ng capabilities. Requires | \$11.99; Business Plus module \$3.99; Scanning module \$1.99 |
| Corrigo - CorrigoConnect Java and CorrigoConnect Java-GPS | Simple and permetral uses based with order and dispatch management solution has delivers control over service operations in comparing equip missilation, maintenance and repair. It connects dispatch, field staff and management using the internet and Nexate Dana phone larger and Nexate Dana phone larger and Nexate Dana phones using a jave officer. The GSP models shows east time staff and work locations on a map in the office. GSP requires the | \$14 Java; \$3 Java-GPS | Please note Please con | Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more Information. | ons require a one-time sei | t-up fee. nation. |

| Name Process | Nextel Versatile Portfolio — Public Sector | through September 30, 2004!* | 3, 2004!* | | Contract Discount | 22% | | September 2004 |
|--|--|--|----------------|------------------------------------|----------------------|----------------------|--|----------------------|
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| Fig. 1989 Fig. | omen Good Name | _{_ | 1 | - | • | - | | 1 |
| Newton phone Carta | Title | 100 mg / Co | | | • | Q | | |
| Part | (555) 123-1234 Nextel phone | | | | | -3 | | |
| Participation Property Participation P | (555) 123-1234 fax | | • | | 6 | ** | D | Ht tit |
| Comparison Communication | | (4,51 | 000 | | 901. | | | |
| 1,549.59 | New Fandset Fileing | Statistical (1910) | 1880 | 4200 00 | 00 0003 | 1710 6274 00 | 1885 | 6174 00 |
| 1999 | National Promotion Price | | \$349.99 | \$199.99 | \$199.99 | \$174.99 | \$129.99 | \$74.99 |
| Deline Commitment of the State of the Commitment of the State of the Commitment of the State o | Special Flat Promotional Price' | | \$199.99 | \$119.99 | | \$89.99 | \$69.99 | ,66.6\$ |
| Delian Committee Septiment | Price After Discount | 计对比地位的时间中央地位的时间的时间的地位的 | | | NORTH SE | | HER PERSONAL PROPERTY OF STREET | \$0.992 |
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| Total area for Missacine Septiment S | Replacement or Upgrade with No Commitment" | \$549.99 | \$449.99 | \$299.99 | \$299.99 | \$274.99 | \$229.99 | \$174.99 |
| Partial Collude, Nested Online, Messacing 65,000 65 | Replacement or Upgrade with Service Agreement** Boolean and or I harrade after Motorola Mail in Behate 1958 | \$249.99 | \$299.99 | \$149.99 See Below ⁸ | \$149.99 | \$124.99 | \$79.99 | \$24.99 |
| Deptide Contest Designed 66,000 | Services | Section of the Sectio | \$243.33 | MOIST SEC | | 999,99 | Charles and the control of the contr | |
| Paraller Privacy Modes Page P | | <i>,</i> | ` | , | , | , | / | , |
| Person Privacy Modes Pri | | | | | | | | |
| Peasker I Privacy Modes | Color Screen | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | | |
| Action A | Speakerphone | ` | ` | ` | , | ` | ` | Downloadable |
| Content Cont | Walkie-Talkie Speaker / Privacy Modes | , | , | , | , | , | ` | 1 |
| Victor V | One Touch Direct Connect / Group Connect | | ` | ` | ` | ` | | , |
| Victoria Nicke process Victoria Nicke Proc | Downloadable Applications and Games (Java) | , | , ' | `` | | ` | , | |
| Delining Cover C | External Display (Clam style phones) | | > ' | , | | | | |
| Marche Count Cou | Volce Recorder | | | | | , | , | Downloadable |
| Mail Decision Control Contro | Voice Acuvaled Diaming | the Control of | • | 000 | 000 | \$ | 350 | aideneoilliwoo |
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| Service State Service Stat | Alternate Line Service Support | | ` | ` | ` | ` | , | , |
| Manual Order | Keypad Lock | ` | , | ` | , | , | ` | ^ |
| Figure F | Multi-Language | , | , | , | , | , | , | , |
| Manual Critical Control Cont | Profiles / Styles | , | , | ` | ` | ` | ` | |
| Compact Comment Comm | Customizable Main Menu Order | , | ` | ` | ` | ` | ` | |
| Service Support Service Su | Direct Talk | | | | | | | |
| Automatically Automatically | Initiate Emergency Group Connect | | | | | | | |
| Activation Act | Talkgroup Scan Service Support | , | | | | | | |
| Note that the control of the contr | Email Delivered Automatically | | | | | | | |
| Content Cont | PDA Functionality with PC Synchronization | ., | | | | | | |
| Figure F | Changeable Phone Covers | | | | | | | . , |
| Enry door | Carry Holster Included | , | , | ` | , | | | |
| ENTITY SECRETARY ENTITY SECR | Rain-Resistant | | | | | | | |
| Electrical Ele | Adheres to Military Standards for Dust, Shock & Vibration | | | | | | | |
| Sheg | Rubber Grip | | | | | | | |
| Shorze S | Rubberized battery door | | | | | | | |
| Single S | Color Options | | Bronze | | | | | |
| A C A C (O P L) (O P | | | Silver | | | | | |
| Y(Q2) Sim Liftum Ion Sim Liftum Ion </td <td>Phone Details</td> <td>44">> 05">> 10"</td> <td>33" × 18" × 8"</td> <td>3 6"x2"x1 1"</td> <td>360"811"</td> <td>36"x2"x1.1"</td> <td>5 15"x1 97"x1.14"</td> <td>4.8"x1.9"x1.0"</td> | Phone Details | 44">> 05">> 10" | 33" × 18" × 8" | 3 6"x2"x1 1" | 360"811" | 36"x2"x1.1" | 5 15"x1 97"x1.14" | 4.8"x1.9"x1.0" |
| Yr(cz) 5.1 5.1 5.1 5.1 5.1 7.1< | Battee Two | 900 mAh lithium ton | Sim Ithim lo | Standard Lithium Ion | Standard I thium Ion | Standard Lithium lon | Standard Lithium Ion | Standard Lithium Ion |
| Lies) 165 mins 1200 mins 200 mins 200 mins read 13k (Standard Use) NA NA NA NA NA NA | Weight w/Battery (oz) | 5.8 | 3.6 | 5.1 | 5.1 | 5.1 | 4.8 | 5.14 |
| irect Talk (Standard Use) NVA NVA NVA NVA NVA | Talk Time (Minutes) | 165 mins. | 120 mins | 200 mins | 200 mins | 165 mins | 165 mins. | 165 mins. |
| | Talk Time for Direct Talk (Standard Use) | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| 55 hrs. 75 hrs. 75 hrs. | Standby Time | 75 hrs. | 55 hrs. | 75 hrs. | 75 hrs. | 75 hrs. | 75 hrs. | 75 hrs. |

The part asset and the control of the part of the part

| Nexter rugged Formono — Fublic Sector | | | | | |
|---|--------------------------|--|--------------------------------------|--|---|
| | Available | Available 9/7/04 | | - | • |
| Sales Rep Name | | | | | |
| (555) 123-1234 Nextel phone | • | 3 | 4 | | |
| (555) 123-1234 fax rep.name@nextel.com | Sant Sant | | Ð | | |
| New Handset Pricing | 325 | 1315 | 0830 | , CO. | 1306 |
| No Commitment Price | \$549.99 | \$324.99 | \$249.99 | \$249.99 | \$229 88 |
| National Promotion Price | \$449.99 | \$224.99 | \$149.99 | \$149.99 | \$129.99 |
| Price | \$269.99 | | \$49.99 | \$74.99 | \$69.99 |
| nt | | WHITE CHARLES WE WAS COME TO SEE STATE OF THE SECOND STATE OF THE | 经有利用的现在表现在目的和视频是实验。由常常是是对外的经验 | · · · · · · · · · · · · · · · · · · · | (1) 10 10 10 10 10 10 10 10 10 10 10 10 10 |
| | | | | | |
| Replacement or Upgrade with No Commitment | \$549.99 | \$324.99 | \$249.99 | \$249.99 | \$229.99 |
| Replacement or Upgrade with Service Agreement** | \$399.99 | \$174.99 | \$99.99 | \$99.99 | \$79.99 |
| Sewiles | | construction of the contract o | 8/4.99 | or design the contract of the contract of the state of th | and analysis and analysis of the property of the same |
| Direct Connect. Digital Cellular. Nextel Online. Messaging | , | ^ | , | ` | , |
| | | | | | |
| Color Screen | 4,000 | | | | |
| Speakerphone | <i>^</i> | , | , | , | ` |
| Walkie-Talkle Speaker / Privacy Modes | | A | , | ` | ` |
| One Touch Direct Connect / Group Connect | <i>^</i> | <i>A</i> | , | | ^ |
| Downloadable Applications and Games (Java) | , | | | , | |
| External Display (Clam style phones) | | | | | |
| Voice Recorder | , | Downloadable | Downloadable | Downloadable | Downloadable |
| Voice Activated Dialing | ^ | Downloadable | Downloadable | Downloadable | Downloadable |
| Contacts / Phonebook Entries | 009 | 009 | 009 | 250 | 009 |
| Downloadable Pine Tong | , | , | , | | , |
| Whise all Alad | | | | , | |
| ODS Frabled | | • > | | | , |
| Accessory Connector Cover | , | , | | | , |
| Alternate Line Service Support | ^ | , | , | , | , |
| Keypad Lock | ^ | ^ | ✓ | ^ | , |
| Multi-Language | , | , | ~ | , | , |
| Profiles / Styles | , | | | Downloadable | |
| Customizable Main Menu Order | , | | | ` | |
| Direct Talk | , | , | | | |
| Initiate Emergency Group Connect Talkorous Scan Service Support | | | | | |
| Fmail Delivered Automatically | | | | | |
| Full QWERTY Keyboard | | | | | |
| PDA Functionality with PC Synchronization | | | | | |
| Changeable Phone Covers | | | | | |
| Carry Hoister Included | ^ | | | | |
| Kain-Kesistant | , | ` | , | , | > ` |
| Adheres to Military Standards for Dust, Shock & Vibration | , | | , | > \ | > 1 |
| Rubherized battery door | • | • | | | |
| Color Ontions | | | Black | Yellow / Rlack | 7,000 |
| | | | Yellow / Black | Black / Grev | |
| Phone Details | | | | | |
| Dimensions | 5.1'x 2.4'x 1.4" | 5.0'x 2.4" x1.4" | 3.7*x 2.1" x1.2" | 5.2*x2.1"x1.3" | 5.0"x2.3"x1.4" |
| Battery Type | High Capacity Litium Ion | High Capacity Litium Ion | Standard Lithium Ion | High Capacity Lithium Ion | Ext. Cap. Lithium Ion |
| Weight w/Battery (oz) | 7.02 | 6.95 | 5.17 | 6.5 | 6.63 |
| Tall Time (Minutes) | 290 mins. | 290 mins. | Sum dor | Z/U mins. | Z15 mins. |
| Standby Time | 135 bre | 145 hrs | 75 brs | 125 hrs | 2400 |
| COUNTY INC. | | 9 9 | 9000 | | |

Plous present regional content plant and a second content plant and a secon

| Columbia Columbia | Nextel Specially Flouncis — Fublic Sector Accounts | counts | | | Contract Discount; | 27% | | | | Sept | September 2004 |
|--|--|--|---------------------------------------|---------------------|--|--|--|----------------|----------------------------------|---|----------------------|
| Page 200 Page 200 | | Buoitemetri | | | M. | | | | | | |
| The continuent | Sales Kep Name | g:- | | _ | | | | Photo | Photo | Photo | Photo |
| Secretary Secr | (555) 123-1234 cell | | 7 | 7 | | 11.00 | | Not | Not | Not | Not |
| The control of the | (555) 123-1234 fax | | 6. | 2 | | | | OHONA! | OHOMU | Shown | Snown |
| No. Control | rep.name@nextel.com | 793 A | 7458 | ** | | | | | | | |
| Part | Phone | 1720 | 7750plus FM AFU | r750plus AFU | iM1100 | iR1200 | 1R1200 GPS | m370 (Refurb.) | b370 (Refurb.) | m470 (S.O.) | m470 test (S O) |
| The control of the | No Commitment Price | \$149.99 | \$349.99 | \$299.99 | \$299.99 | \$349.99 | \$549.99 | \$549.99 | \$649.99 | \$949.99 | \$1,149.99 |
| Page 1999 Page | National Promotion Price | | \$249.99 | \$199.99 | \$199.99 | \$249.99 | \$449.99 | \$449.99 | \$549.99 | \$849.99 | \$1,049.99 |
| No Communent | Special Flat Promotional Price | \$89.99 | \$99.99 | \$49.99 | \$124.99 | \$249.99 | \$449.99 | | \$364.99 | (1) (1) (1) (1) (1) (1) (1) (1) (1) (1) | このできるのでは、 ののできる |
| No Commitment Interpretation Inter | | | · · · · · · · · · · · · · · · · · · · | 建筑的水水水水水水水水水 | · 地名伊朗斯特斯 · 斯勒斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯斯 | | | 南北 | の一般の一般を表現を表現を | \$620.49 | \$766.49 |
| Section Communication Co | Upgrade Pricing | | | | | | | | | | |
| Decrete Agreement Provide Agreement Prov | Replacement or Upgrade with No Commitment | oorsekaliiliinskiihiiliikkiisiski | | \$299.99 | INDESCRIPTION OF SOME | 建筑地域的地域的 | nasadamunikasanin | \$549.99 | \$649.99 | \$949.99 | \$1,149.99 |
| Section Mag Section Section | Replacement or Upgrade with Service Agreement | entricule de la marcha della marcha de la marcha de la marcha de la marcha della ma | \$249.99 | \$199.99 | 建筑建筑建设建筑建设建设 | 地位指示法检查性组织 | 非国际的 | \$449.99 | \$549.99 | \$849.99 | \$1,049.99 |
| Sept. Sept | Services | | | | | | | | | | |
| September Sept | Direct Connect, Digital Cellular, Nextel Online, Msg. | | , | , | | | | , | , | <i>></i> | , |
| Signature Sign | Phone Features | ` | | | | | | | | | |
| State Contest State Contes | Spaskorbone | > | , | , | | | | , | , | , | |
| Signate Claract Signate Cl | Malic Talkio Captor / Briggs | | | | | | | | | | • |
| State Colored Library Co | One Tough Direct Compatification Compat | | • | • | | | | , | \ | , | , |
| Stores S | Downloadable Applications and Games (Taya) | | | | | | | | | | |
| 10 10 10 10 10 10 10 10 | External Display (Clam style phones) | | | | | | | | | | |
| Secondary Seco | Voice Recorder | , | | | | | | | | | |
| Second S | Voice Activated Dialino | , | | | | | | | | | |
| Stor Dust, Shock & Vibration Victoria | Contacts / Phone Book | 200 | 230 | 230 | | | | 230 | 230 | 230 | 230 |
| Trimect | Downloadable Wallpapers | | | | | | | | | | |
| Approved Approved | Downloadable Ring Tones | | | | | | | | | | |
| See Content Content | VibraCall Alert | <i>^</i> | ^ | <i>></i> | | | | , | , | | |
| 1 1 1 1 1 1 1 1 1 1 | GPS Enabled | | | | | | > | | | | |
| Stor Dust, Shock & Vibration Section Sec | Accessory Connector Cover | | | | | | | | | | |
| V | Alternate Line Service Support | | ` | ` | | | | | | | |
| Ster Duest, Shock & Vibration | Keypad lock | ` | > | ` | | | | ` | ` | ` | , |
| V | Wulti-Language | ` | ` | ` | | | | , | | | |
| The propert | Profiles / Styles | | | | | | | | | | |
| Triniect | Customizable Main Menu Order | , | | | | | | | | | |
| V V V V V V V V V V | Direct Laik | | ` | , | | | | | | | |
| Ster Dust, Shock & Vibration | Talkram San Sanias Support | | , | > ' | | | | | | | |
| Victorization | Email Delivered Automatically | | • | > | | | | | | | |
| Victoriorization | Full OWERTY Keyboard | | | | | | | | | | |
| S for Duel, Shock & Vibration | PDA Functionality with PC Synchronization | | | | | | | | | | |
| For Dust, Shock & Vibration Viscitable Approval Euro adaptile Approval A | Changeable Phone Covers | | | | | | | | | | |
| S for Dust, Shock & Vibration V | Carry Holster Included | 1 | | | | | | | | | |
| S for Duel, Shock & Vibration | Intrinsically Safe | | > | , | | | | | | | |
| UK actapler | Rain-Resistant | | > | | | , | , | | | | |
| UK aciapter | Adheres to Military Standards for Dust, Shock & Vibration | | , | > ' | | > | > | | | | |
| UK-adapter Factory Mutual Requires intaliation Requires intaliation Reduires intali | Rubherized hatten door | | | • | | | | | | | |
| Character | TOP LOUIS TO THE PROPERTY OF T | 711 | loud of the state of | | | | | | | | |
| Section | Additional reatures/items: | UK adapter Firo adapter | Approval | | | Requires installation and Accessories | Requires installation and Accessories | | | | |
| 1.00 | | oden on | | | | | | | | | |
| Lithium lon | Dimensions | 3.5"x1.9"x.8" | 5.51"x2.35"x1.73" | 5.51"x2.35"x1.73" | 3.5"x1.9"x1.1" | 5.0" × 2.2" × 7.0" | 5.0" × 2.2" × 7.0" | | | 1.7"x6.6"x8.2" | 1.7"x6.6"x8.2" |
| 100 mAh 1500 mAh 1500 mAh 1500 mAh 1500 mAh 1000 mAh | Battery Type | Lithium Ion | NiMH | HMIN | Lithium lon | Hard-Wired | Hard-Wired | Hard-Wired | AC Plug-in | Hard-Wired | Hard-Wired |
| 290 mrs 312 mrs 285 mrs 760 mrs 170 mrs 170 hrs 170 hrs 261 mrs 285 mrs 285 mrs 170 hrs 170 hrs 285 mrs 285 | Battery Strength/Size (mAh) | 500 mAh | 1500 mAh | 1500 mAh | 500 mAh | N/A | N/A | ¥ × | A/A | N/A | Y/A |
| Ulbes) 290 mins 312 mins. 285 mins. 100 mins bial-up. NA NA NA Already (Standard Use) NA NA NA NA NA NA A consense 170 his. 80 his. 82 his. 25 his. NA NA A consense 0 4 cols. A cols. NA NA NA | Weight Wibattery (02) | ò | 0.1 | 9. | 5.5 hrs Total Connect | 3 | 2017 | 100 | | | |
| Direct Talk (Standard Use) NA NA NA NA NA NA 170 hrs. 80 hrs. 82 hrs. 25 hrs. NA NA | Talk Time (Minutes) | 290 mins | 312 mins. | 285 mins. | 100 mins Dial-up | N/A | N/A | N/A | N/A | N/A | N/A |
| 1/0 Hts. 80 Hts. 25 Hts. 25 Hts. NIA NIA NIA NIA NIA NIA NIA | Talk Time for Direct Talk (Standard Use) | N/A | N/A | N/A | A/N | A/A | N/A | A/N | Y/N | A/A | N/A |
| #/Z | Standby Time | 170 hrs. | 80 hrs. | 82 hrs. | | ď. | N/A | ¥/N | N/A | N/A | Y/A |
| defendants coming new artistation, may remite one, or fermous Souties demonstrates | Lines of Text on screen | G Godge and Annual Control | 4 or 6 | 4 or 6 | _1 | N/A | N/A | 2. | 2 Account and are from of \$35 v | 2 American and a S70 per accor | Z zome markets a max |

And controlled and the second control of the

| Discontinued Phones — Public Sector Accounts | Accounts | | | Contract Discount: | 27% | | September 2004 |
|--|---------------------|----------------------|----------------------|----------------------|----------------------|-------------------|---------------------------------------|
| Sales Rep Name Tile Tile (555) 123-1234 cell (555) 123-1234 fax rep.name@nextel.com | | | -9 | | | in Check | |
| Phone No Commitment Price | BlackBerry 6510 | 1733 | 1950 | 1900 | 1600 | 1355 | i30sx |
| National Promotion Price | \$349.99 | \$349.99 | \$224.99 | \$100.00 | \$199.99 | \$1/4.99 | \$164.99 |
| Special Flat Promotional Price | \$49.99 | \$224.99 | \$129.99 | \$119.99 | \$49.99 | \$24.99 | \$0.99 |
| Price After Discount | | Market N | を表現を | | | 经产业的基础的基础的 | · · · · · · · · · · · · · · · · · · · |
| Closeout Price | \$99.99 | \$199.99 | \$99.99 | \$49.99 | \$39.99 | | |
| Replacement or Upgrade with No Commitment | 00 077\$ | \$440.00 | \$327.00 | \$200 00 | \$100.00 | \$474.00 | 9464 00 |
| Replacement or Upgrade with Service Agreement | \$99.99 | \$199.99 | 86.99 | \$49.99 | \$39.99 | \$74.99 | 4 104.98 |
| Phone Details | | | | | | 20:10 | |
| Technology | iDEN | IDEN 800 Mhz | iDEN |)DEN | IDEN 800 Mhz | NEGI | iDEN 800 Mhz |
| Dimensions | 4.4"x2.95"x1.02" | 3.6"x2"x1.1" | 3.5"x2"x1.7" | 3.5"x1.9"x1.11" | 3.5"x2"x1.7" | 5"x1.9"x1.3" | 5.1"x1.9"x1.2" |
| Battery Type | 900 mAh Lithium Ion | Standard Lithium Ion | Standard Lithium Ion | Standard Lithium Ion | Standard Lithium lon | lon | Standard Lithium Ion |
| VVeight w/Battery (oz) | 5.8 | 5.1 | 5.45 | 5.1 | 5.36 | g 0z | 5.4 |
| lalk Time (Minutes) | 165 mins. | 200 mins | 200 mins | 200 mins | 165 mins | 270 mins. | 165 mins |
| Standby I me | 75 hrs. | 75 hrs. | 75 hrs | 75 hrs | 75 hrs | 125 hrs. | 75 hrs. |
| Direct Connect | <i>></i> | ^ | ^ | > | > | , | |
| Speakerphone | | , | , | , | | Downloadable | Downloadable |
| Color Screen | | 65.000 | 256 | | | o danage | DOWNINGAGADIA |
| Voice Activated Dialing | | ` | ` | , | | | |
| VibraCall Alert | ` | , | > | ^ | ` | ` | |
| Active / Passive Fllp Options | | <i>^</i> | ^ | ^ | ` | | |
| Voice Notes | | , | ` | ^ | | | |
| Initiate Emergency Group Connect | | | | | | | |
| Internet Ready / Data Capable | ` | > | > | ` | ` | ` | ` |
| Alternate Line Service Support | | | , | > | , | ` | ` |
| Calls List (sent/received) | | | , | , | | | |
| Phone Book | , | , > | | . ` ` | | , , | , |
| Date Book | | , | , | , | | | |
| Downloadable Applications and Games (Java) | ^ | 1 | , | ^ | | | |
| Downloadable Wallpapers | | ` | <i>></i> | | | | |
| Keypad Lock | ` | , | ^ | ^ | , | , | , |
| Downloadable Ring Tones | | ^ | ` | ` | | | |
| Customizable Main Menu Order | | `> | , | ` | | | |
| Styles | | | | > ` | | | |
| Auto Answer | ì | > | , | > | | | |
| Multi-Language | , | > | , | | | > | , |
| 3-Way Calling | | > | , | > | `\ | , | , |
| Exchangeable Faceplate & Neypad Belt Clip / Holster / Carry Case Included | ` | , | , | ` | | | , |
| Mil Spec 810 C/D/E Dust. Shock & Vibration | | | | | | ^ | |
| Rubber Grip | | | | | | , | |
| Minimum size 6.5 oz & 14 cubic inches | | | | | | | |
| Rubberized battery door | | | | | | | |
| Keinforced Antenna Stem | | | | | | | |
| Color Options / Additional Items | | | | | | Black | |
| | | | | | | | |

Phone priose are valid through 9030/d unless otherwise noted, while phone supplies list, and are subject to change. Certain restrictions may apply. Other are subject to availability in criticin markets. Promotional handsat pricing and discounts require new activation; may require one - or two-year. Sorvice Agreement and create pricing and discounts restrictions, up to \$70 per account (some meritain per certain may apply, 2000 early termination from the subject to change and phone.

Nexted's Nationwise Network serves 296 out of the top 300 mentels. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel Open Nextel Open Nextel Communications, Inc.

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice,may be considered in default
of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

August 13, 2004

CHANGE NOTICE NO. 20
TO
CONTRACT NO. 071B9000378
between

and

THE STATE OF MICHIGAN

| <u> </u> | 114 |
|-----------------------------------|--|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard |
| | VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 335-0462 |
| , | Christine Mitchell, CPPB |
| Contract Administrator: Tom Fogle | · |
| Nextel Communication Units/Trai | ning/Service - All State Agencies |
| CONTRACT PERIOD: From: February 1 | 6, 1999 To: August 1, 2005 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

Effective immediately this contract is extended for one (1) year. The new contract end date is August 1, 2005. This extension is time-only as we are currently negotiating additional rate reductions. In addition, the following contact information for this contract applies:

Desiree Haddad at (586) 634-7700 (desiree.haddad@nexte.com)
OR
Gary Deperro at (248) 755-1901 (gary.deperro@nextel.com)

All other terms, conditions, specifications and pricing remain the same.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice,may be considered in default
of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR

530 W. ALLEGAN, LANSING, MI 48933

June 26, 2003

CHANGE NOTICE NO. 19 TO CONTRACT NO. 071B9000378 between THE STATE OF MICHIGAN and

| NAME & ADDRESS OF VENDOR | TELEPHONE Richard |
|------------------------------------|-----------------------------------|
| | VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 335-0462 |
| | Christine Mitchell, CPPB |
| Contract Administrator: Tom Fogle | · |
| Nextel Communication Units/Train | ning/Service - All State Agencies |
| CONTRACT PERIOD: From: February 16 | 5, 1999 To: August 1, 2004 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

Effective immediately, Renee Boutell's name and email addresss are hereby corrected as follows:

Renee Boutell at renee.boutell@nextel.com.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice,may be considered in default
of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR

530 W. ALLEGAN, LANSING, MI 48933

June 6, 2003

CHANGE NOTICE NO. 18 TO CONTRACT NO. 071B9000378

between THE STATE OF MICHIGAN

and

| • | and |
|--------------------------------------|---|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard |
| | VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 335-0462 |
| , | Christine Mitchell, CPPB |
| Contract Administrator: Don Eitniear | • |
| Nextel Communication Units/Tra | aining/Service - All State Agencies |
| CONTRACT PERIOD: From: February | 16, 1999 To: August 1, 2004 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no modifications in terms and conditions. The contract end date has been EXTENDED by one year with two additional one-year extension options. The following operational considerations are also incorporated with this amendment:

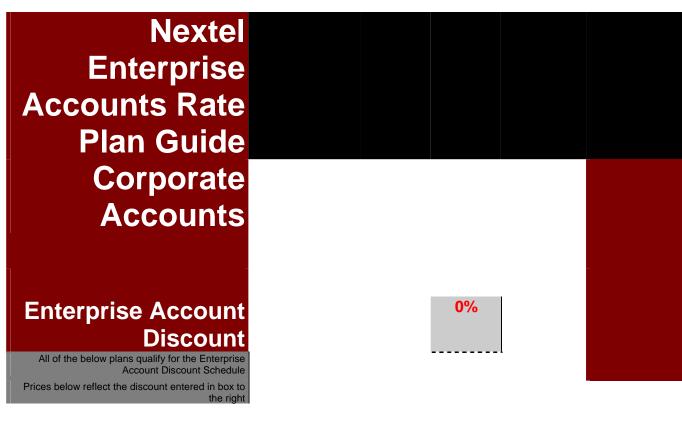
- 1) Nextel commits to providing quarterly yearly reports including account specified and rolled up info, such as number of users, total minutes, Cost/Acct., etc.
- 2) Renee Boutwell will be the day-to-day contact for the State during Rich Van Buskirk's leave. Her phone number and email address are: (616) 299-2047, renee.boutwell@nextel.com
- 3) Nextel will not change early termination fees for accounts which have been in place for six months or more.
- 4) Nextel does not charge shipping on new phone orders.

- 5) Nextel will accept P Card payments for accessories and/or for monthly access and DMB/ACQUISITION SERVICES will allow P Card payment according to the State P Card requirements.
- 6) Nextel has a used phone return program which can be utilized for credit or upgrade.
- 7) Nextel's Wireless Manager, a web-based tool, is available for cell phone coordinators and for other designated personnel to review user information, swap phones, change rate plans, etc.
- 8) For accounts switching from State business to employee personal accounts, this can be accomplished via a supervisor approval letter transferring the asset.
- 9) Employees can purchase with a 27% equipment discount and a 10% rate plan discount.

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46



NEXTEL National PlansSM with FREE Nationwide Long Distance & Unlimited Private Call

| Shared Minute Plans! | Monthly Access | Anytime Minutes | Cellular Airtime | Shared Minute | |
|-----------------------------|----------------|--------------------|---------------------|------------------|--|
| Nextel National Shared 200 | \$49.99 | 200 | \$0.35 | Details | |
| Nextel National Shared 500 | \$59.99 | 500 | \$0.35 | | |
| Nextel National Shared 700 | \$79.99 | 700 | \$0.35 | | |
| Nextel National Shared 1000 | \$99.99 | 1000 | \$0.35 | | |
| Nextel National Shared 1300 | \$129.99 | 1300 | \$0.35 | | |
| Nextel National Shared 1600 | \$159.99 | 1600 | \$0.35 | | |
| Nextel National Shared 2300 | \$199.99 | 2300 | \$0.35 | | |
| Nextel National Shared 3500 | \$299.99 | 3500 | \$0.35 | | |

| Free Incoming Plan M (Minutes not Shared) | onthly Access | Anytime Minutes | Airtime | Free Incoming Details |
|--|---------------|--------------------|---------|-----------------------------|
| Nextel Free Incoming 500 | \$69.99 | 500 | \$0.35 | |

| Nextel Free Incoming 700 |
|---------------------------|
| Nextel Free Incoming 1000 |
| Nextel Free Incoming 1300 |

| \$89.99 | 700 | \$0.35 |
|---------------------------------|------|--------|
| \$89.99 \$109.99 \$139.99 | 1000 | \$0.35 |
| \$139.99 | 1300 | \$0.35 |

Quarterly Promotional Plans

| 1Q National Promotions | Monthly Access | Anytime Minutes | Cellular Airtime | N & W Minutes | Direct Connect I Minutes |
|---|-------------------|--------------------|---------------------|------------------|-----------------------------|
| Get Right Through 5000 | \$49.99 | 500 | \$0.35 | 2,000 | 2,500 |
| Get Right Through 8000 | \$79.99 | 1,000 | \$0.35 | 3,000 | 4,000 |
| 1-year service agreement and plus phone | | | | | |

Nextel Starter Plans -Free Nationwide Long Distance (National Direct Connect Starter formerly Direct Connect 500)

required. Must activate prior to 03/31/02. Plan benefits good for the life of the plan.

| Nextel Starter Plans | Monthly Access | Anytime Minutes | Cellular Airtime | Direct Connect Minutes | Additional Prvt / Group Minutes |
|-----------------------------------|----------------|--------------------|---------------------|------------------------------|------------------------------------|
| Enterprise Direct Connect Starter | \$39.99 | 100 | \$0.35 | 500 | \$0.15 |
| National Starter | \$39.99 | | \$0.35 | 200 | \$0.15 |

Enterprise UPC Plans (Formerly Local
Business Tiered UPC
Plans...tiers have been
eliminated to give all
customers the best rate)

| Enterprise UPC Plan | Monthly Access | Anytime Minutes | Cellular Airtime | Direct Connect Minutes | Additional Group Minutes |
|---------------------|----------------|--------------------|---------------------|------------------------------|-----------------------------|
| Enterprise UPC Plan | 339.99 | 0 | N/A | UPC | \$0.15 |

| Local-Business Corporate Account UPC Plus Plans | Monthly Access | Anytime Minutes | Cellular Airtime | Direct Connect Minutes | Additional Group Minutes |
|---|-----------------|--------------------|---------------------|------------------------------|--------------------------------|
| 1 to 2 units | 549.99 | 100 | \$0.35 | UPC | \$0.15 |
| 3 to 4 units | \$47.99 | 100 | \$0.35 | UPC | \$0.15 |
| 5 + units | \$44 .99 | 100 | \$0.35 | UPC | \$0.15 |
| Enterprise UPC Plus Plan | \$44.99 | 100 | \$0.35 | UPC | \$0.15 |

Acct Mgr / Acct Executive (555) 444-1212 email address

| | | , | , · |
|---|-------------------|---------------------------------------|-----|
| | | | |
| Salaa Ban Nama | | | |
| Sales Rep Name | | | |
| Title | | | |
| (555) 123-1234 cell | | | |
| (555) 123-1234 fax | | | |
| rep.name@nextel.com | | | |
| | | | |
| Now Hondoot Pricing | Nextel Blackberry | i95cl* | |
| New Handset Pricing | пехіеї Біаскреї ў | 19501 | |
| Regular Retail Price | \$599.99 | \$399.99 | |
| National Promotion Price | \$499.99 | \$299.99 | |
| Price After Volume Discount | \$349.99 | \$209.99 | |
| Price After \$50 POS Discount * | | \$159.99 | |
| Upgrade Pricing | #240.00 | 240.005 | |
| Replacement or Upgrade4,5 | \$349.99 N/A | 349.995 | |
| Upgrade with Phone Return4,5 Phone Details | IN/A | | |
| Technology | iDEN 800 Mhz | iDEN 800 Mhz | |
| Dimensions | 4.53"x2.95"x.95" | 3.5"x2"x1.7" | |
| Battery Type | Lithium Ion | Lithium Ion | |
| Battery Strength | Standard | Standard | 1 |
| Weight w/Battery (oz) | 5.64 | 5.45 | 1 |
| Talk Time (Minutes) | 165 mins. | 200 mins | |
| Standby Time | 75 hrs. | 75 hrs | |
| Lines of Text on screen | 8, 10, or 12 | 6, 8, or 10 | |
| Phone Features | | | |
| Direct Connect | V | · · · · · · · · · · · · · · · · · · · | |
| Speakerphone Color Screen (256 color LCD) | | | |
| Voice Activated Dialing | | | |
| Vibration Alert | · | | |
| Active / Passive Flip Options | | · · · · · · · · · · · · · · · · · · · | 1 |
| Voice Notes | | | |
| Initiate Emergency Group Connect | | | |
| Email Automatically Sent to Handheld | √ | | |
| Email, Calendar and Address Book Personal Organizer PC Synchronization | ··· | | |
| Internet Ready / Data Capable | ✓ | √ | |
| GPS Enabled | | | |
| | | | |

| Calls List (sent/received) | ✓ | ✓ | |
|---|--|---|---|
| Phone Book | ✓ | ✓ | Ī |
| Date Book | ✓ | ✓ | Ī |
| Java Apps (Business Apps and Games) | ✓ | ✓ | Ī |
| Keypad Lock | √ | ✓ | Ī |
| Downloadable Ring Tones | | ✓ | Ī |
| Customizable Main Menu Order | | ✓ | Ī |
| Styles | ✓ | ✓ | Ī |
| Auto Answer | ✓ | ✓ | Ī |
| Multi-Language | | ✓ | Ī |
| 3-Way Calling | ✓ | ✓ | Ī |
| Exchangeable Faceplate & Keypad | | | Ī |
| Belt Clip / Holster / Carry Case Included | ~ | √ | Ī |
| Victorinox Swiss Army Knife | | | Ī |
| | | | |
| Mil Spec 810 C/D/E Dust, Shock & Vibration | | | _ |
| Rubber Grip Minimum size 6.5 oz & 14 cubic inches | | * * * * | - |
| Rubberized battery door | en transferent en entre en | er film film er film film film er | - |
| Reinforced Antenna Stem | | | Ī |
| Color Options | | | - |
| Color Options | | | - |
| | | | |

Phone prices are valid through June 30, 2003 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

© 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. Two valid forms of identification are necessary to purchase service and phone.

*Public Sector customers receive an additional \$50 instant rebate at the Point of Sale on purchases of the i60c, i90c, or i95cl. Rebate offer expires 6/30/03. Government Employees: In-store purchases made with an Employee Purchase Plan are eligible for a \$50 mail-in rebate. Customer will receive a check for \$50 up to 12 weeks after Nextel receives completed rebate form. Restrictions apply; see rebate form for details. In-store purchases require two (2) forms of valid identification.

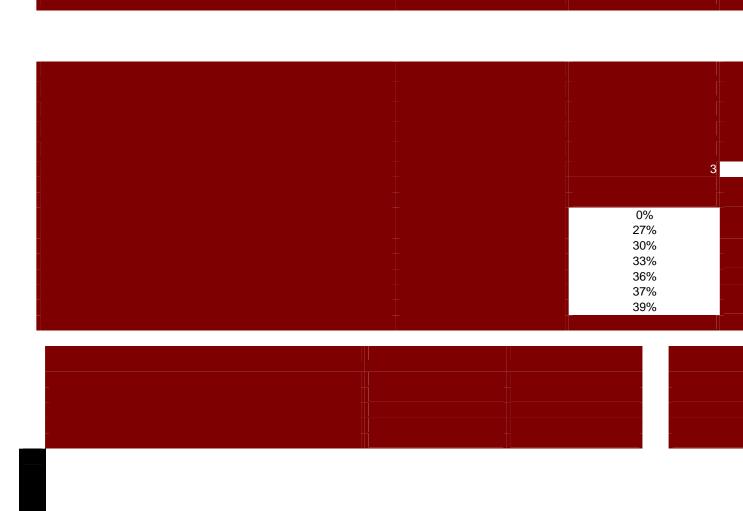
- 1 Limited time offer is available through May 31, 2003 or while supplies last.
- 2 Limited time offer expires May 31, 2003. Promotion price of \$44.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price may not be combined with any other discounts. Valid on purchases through Account Representatives, supplied through VAD or Local Warehouses, or through Enterprise/Public Sector Telesales only. Not available at Nextel Retail Stores or Nextel.com.
 3 Limited time offer expires June 30, 2003. Promotion price of \$0.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price is not eligible for the Equipment Volume Discount, and may not be combinable with Regional Promotions. Refer to Regional Promotions business

rules for details.

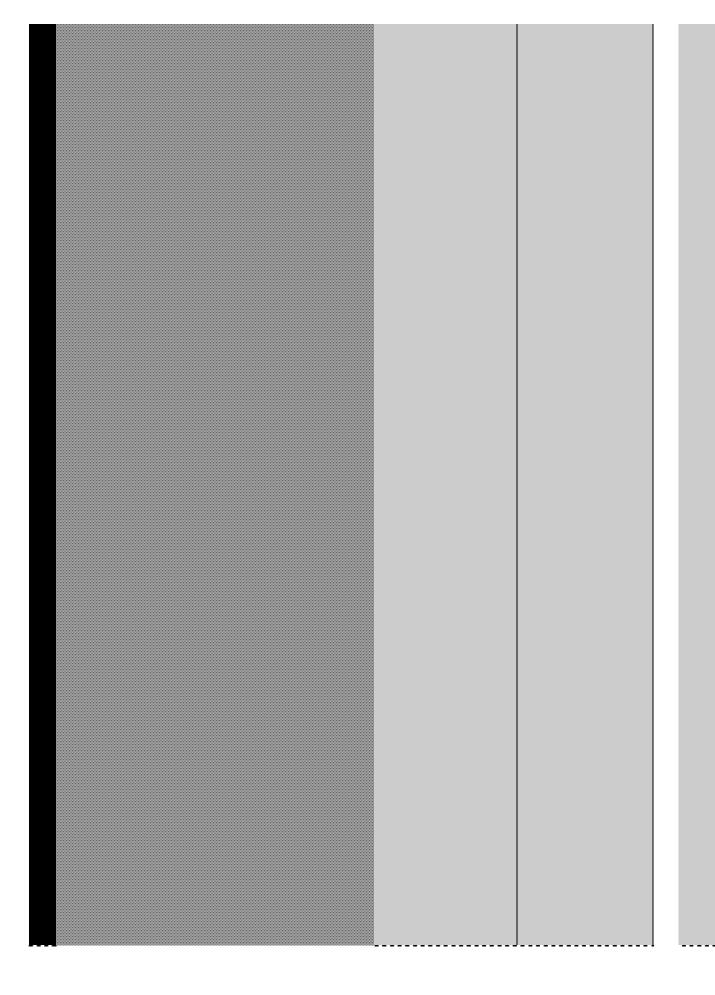
4 Public Sector customers can upgrade to the BlackBerry 6510 at the National Promotion Price (NPP) minus the appropriate equipment volume discount.

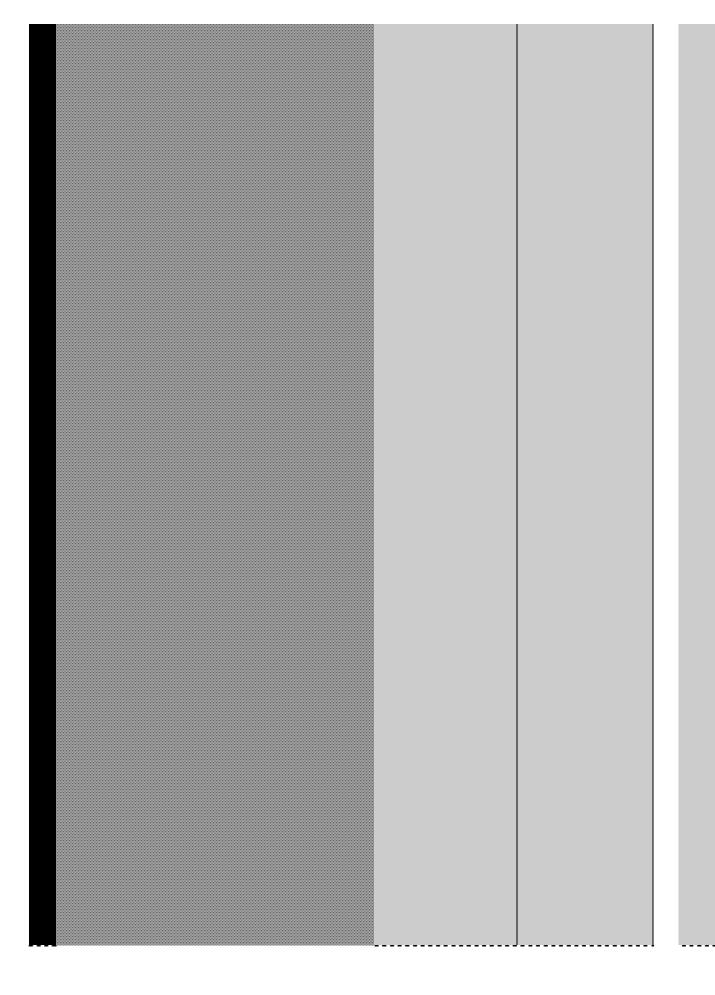
Upgrading customers should be encouraged to return their old phones using the existing Enterprise Accounts Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their organizations.

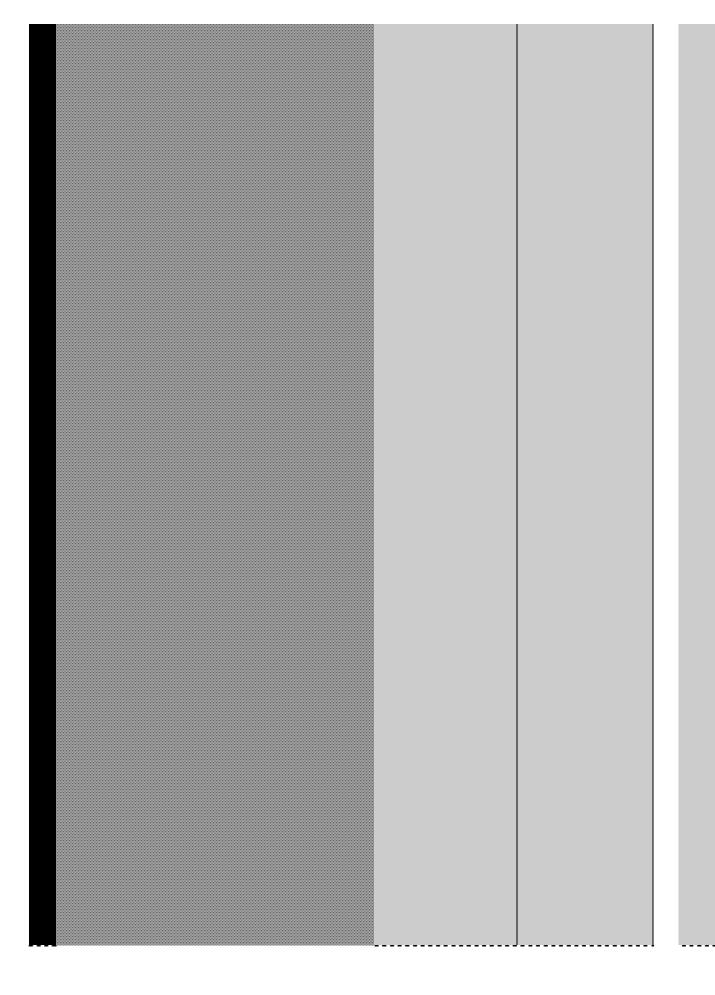
5 Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510 - see #3 above) at the National Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. (Note: The NPP option is not available for the i95cl until July 15, 2003. In addition, customers who upgrade to the i95cl between July 15, 2003 and August 31, 2003 are eligible to receive a mail-in coupon redeemable for a free vehicle power charger. Restrictions apply; see coupon or your Nextel representative for details). Returned phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply.

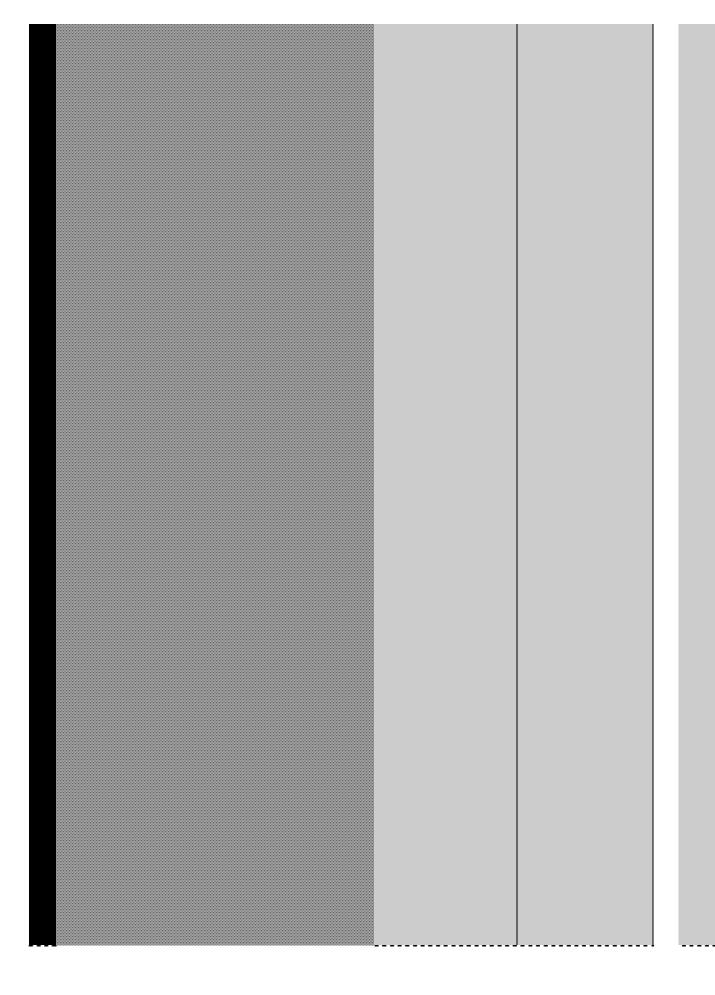


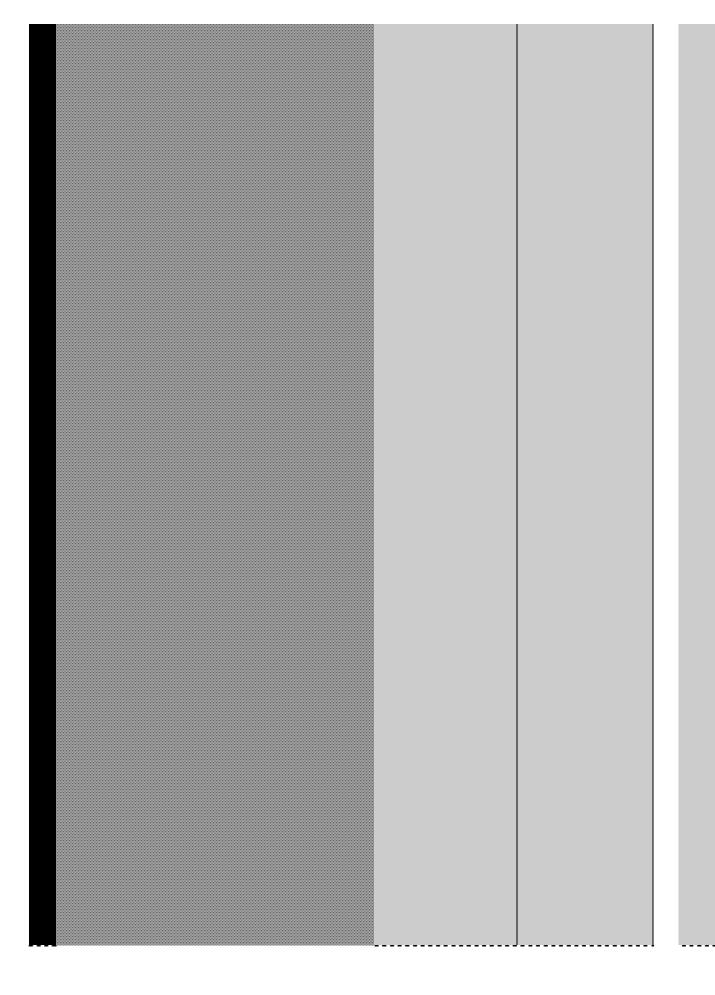
| | | | | - | |
|--|------|----------------------|-----------------|--------------|-------|
| | | — - | | | |
| Regular Retail Price \$549.99 \$499.99 \$4 | | Phone | r750plus FM AFU | r750plus AFU | iM1 |
| | | Regular Retail Price | \$549.99 | \$499.99 | \$448 |

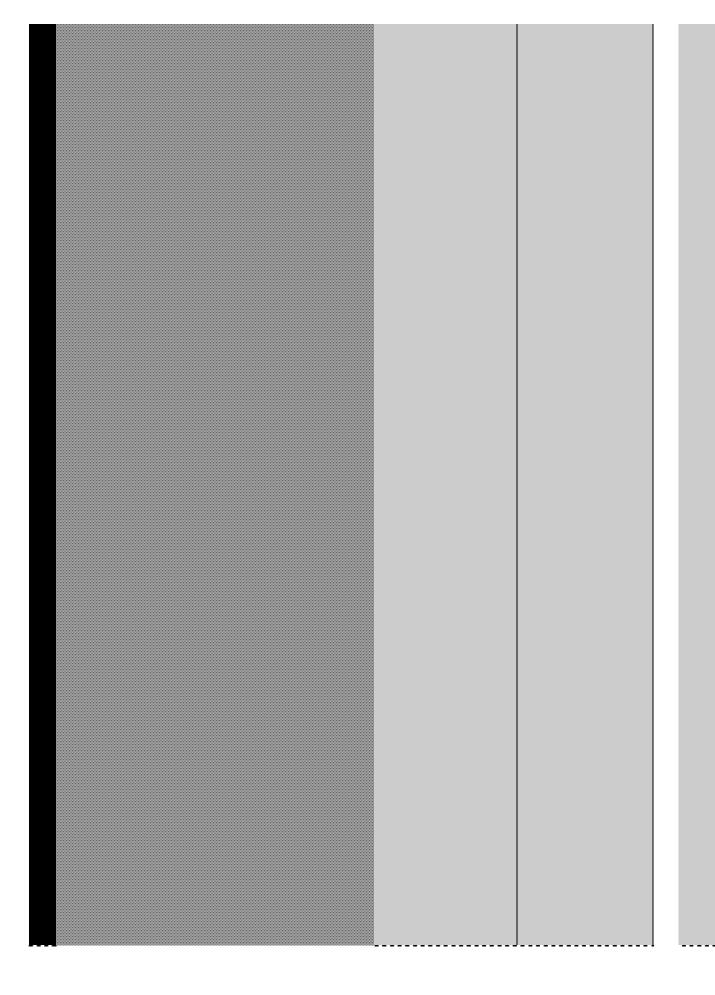


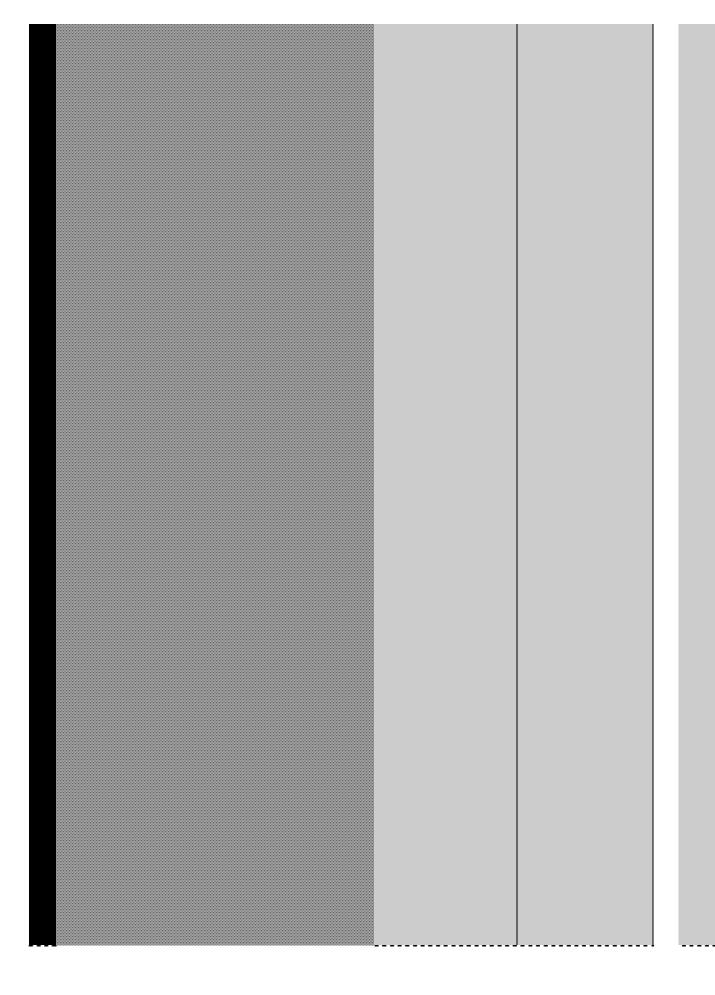


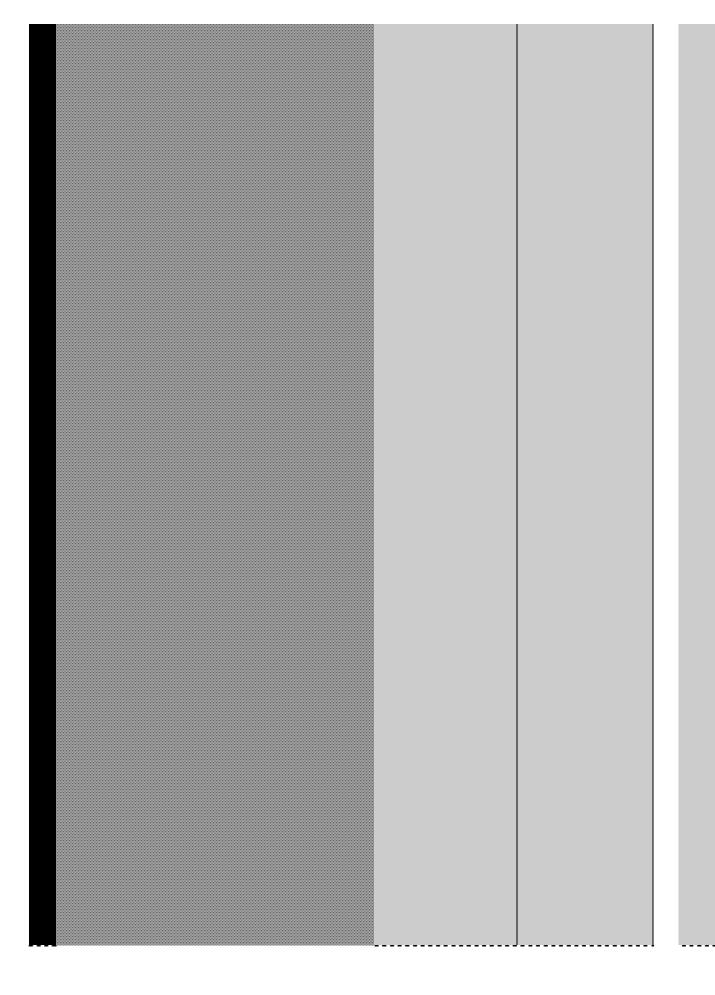












| - | | | |
|---|---------------------------------------|---------------------------------------|------------------------|
| National Promotion Price | \$449.99 | \$399.99 | \$349 |
| Net Price After Volume Discount Upgrade Pricing | \$314.99 | \$279.99 | \$244 |
| op 5, 2005 / 1.0.1g | | | |
| Davidson and an University of | \$400.00 | \$440.00 | #200 |
| Replacement or Upgrade 1 | \$499.99 | \$449.99 | \$399 |
| | | | |
| Upgrade with Phone Return 1 | \$449.99 | \$399.99 | \$349 |
| Phone Details | | | |
| Technology | iDEN 800 Mhz | iDEN 800 Mhz | iDEN 80 |
| Dimensions | 5.51"x2.35"x1.73" | 5.51"x2.35"x1.73" | 3.5"x1.9 |
| Battery Type | NiMH | NiMH | Lithiur |
| Battery Strength/Size (mAh) | 1500 mAh | 1500 mAh | 500 r |
| Weight w/Battery (oz) | 11.8 | 11.8 285 mins. | 2. 5.5 hrs Tota |
| Talk Time (Minutes) | 312 mins. | 200 1111118. | 5.5 ms 100 100 mins |
| Standby Time | 80 hrs. | 82 hrs. | 25 I |
| Lines of Text on screen | 4 or 6 | 4 or 6 | N/ |
| Phone Features | |] | |
| Direct Connect | · · · · · · · · · · · · · · · · · · · | √ | |
| Speakerphone | - | · · · · · · · · · · · · · · · · · · · | |
| Color Screen (256 color LCD) Voice Activated Dialing | | | |
| Vibration Alert | | ✓ | |
| Active / Passive Flip Options | | | |
| Voice Notes | | | |
| Initiate Emergency Group Connect Email Automatically Sent to Handheld | | | |
| Email, Calendar and Address Book | | | |
| Personal Organizer PC Synchronization | | | |
| Internet Ready / Data Capable | | V | > |
| GPS Enabled Calls List (sent/received) | | · · · · · · · · · · · · · · · · · · · | |
| Outo Liar (action coerveu) | | JI | |

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|--|----------|---------------------------------------|
| Phone Book | . | · · · · · · · · · · · · · · · · · · · |
| Date Book | | |
| Java-Enabled | | |
| Keypad lock | ✓ | ✓ |
| Downloadable Ring Tones | | |
| Customizable Main Menu Order | | |
| Styles | | |
| Auto Answer | ✓ | ✓ |
| Multi-Language | ✓ | ✓ |
| 3-Way Calling | ✓ | ✓ |
| Exchangeable Faceplate & Keypad | | |
| Belt Clip / Holster / Carry Case Included | | |
| | | |
| Mil Spec 810 C/D/E Dust, Shock & Vibration | ✓ | ✓ |
| Rubber Grip | ✓ | ✓ |
| Minimum size 6.5 oz & 14 cubic inches | ✓ | ✓ |
| Rubberized battery door | ✓ | ✓ |
| Reinforced Antenna Stem | ✓ | ✓ |
| | | |
| Additional features/items: | | |
| | | |
| | | |

Phone prices are valid through 6/30/03, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of dentification are necessary to purchase service and phone.

1 Public Sector Customers Can Oppicale to any Nextel phone [except the BlackBerry 6510] at the National

Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. Returning phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts on NOT apply.



| New Handset Pricing | i85s | |
|-------------------------------------|---------------------------------------|------------|
| Regular Retail Price | \$239.99 | \$2 |
| National Promotion Price | \$139.99 | \$2 \$1 |
| Public Sector Price | \$97.99 | \$ |
| Upgrade Pricing | | |
| Replacement or Upgrade 1 | | |
| Upgrade with Phone Return 1 | | |
| Phone Details | | |
| Technology | iDEN 800 Mhz | iDEN |
| Dimensions | 5.15"x1.97"x1.14" | 5.2"> |
| Battery Type | Lithium Ion | Lith |
| Battery Type | Standard | High |
| Weight w/Battery (oz) | 4.8 | |
| Talk Time (Minutes) | 165 mins. | 27 |
| Standby Time | 75 hrs. | 12 |
| Lines of Text on screen | 4, 6, or 8 | 4, |
| Phone Features | | |
| Direct Connect | · · · · · · · · · · · · · · · · · · · | |
| Speakerphone | · · · · · · · · · · · · · · · · · · · | |
| Color Screen (256 color LCD) | | |
| Voice Activated Dialing | ····· | |
| Vibration Alert | ····· | |
| Active / Passive Flip Options | | |
| Voice Notes | | |
| Initiate Emergency Group Connect | | |
| Internet Ready / Data Capable | √ | |
| GPS Enabled | | |
| Calls List (sent/received) | ✓ | |
| Phone Book | ✓ | |
| Date Book | ✓ | |
| Java Apps (Business Apps and Games) | ✓ | |
| Keypad Lock | ✓ | |
| Downloadable Ring Tones | | |
| Customizable Main Menu Order | ✓ | |
| Styles | ✓ | |
| Auto Answer | ✓ | |
| Multi-Language | ✓ | |
| 3-Way Calling | ✓ | |

| Mil Spec 810 C/D/E Dust, Shock & Vibration Rubber Grip Minimum size 6.5 oz & 14 cubic inches Rubberized battery door Reinforced Antenna Stem Color Options Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | Y |
|--|----|
| Rubber Grip Minimum size 6.5 oz & 14 cubic inches Rubberized battery door Reinforced Antenna Stem Color Options Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| Rubber Grip Minimum size 6.5 oz & 14 cubic inches Rubberized battery door Reinforced Antenna Stem Color Options Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| Minimum size 6.5 oz & 14 cubic inches Rubberized battery door Reinforced Antenna Stem Color Options Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| Reinforced Antenna Stem Color Options Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| Color Options Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to | -+ |
| are subject to change. Certain restrictions may apply. Offers are subject to | |
| availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. Two valid forms of identification are necessary to purchase service and phone. 1 Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510) at the National Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. Returning phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply. | |
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Accessor y Pricing - May 2003 * Items are

* Items are not available through direct sales - available through Nextel Retail,

| nextel.com and Nextel Nextday only ** Items are not available through direct sales - available through Nextel Nextday only New Accessories are Shaded and in BOLD. | | | | | | | | | | | | | | | | | | | |
|--|--|----------|-----------|----------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|------------------------|----------|--------------------|----------|----------|------------------|
| Part | Description | BI | i9 0c | 16 0c | i9 5c | 13 0s | i5 5s | i9 0c | 18 0s | i8 5s | i5 0s | iM 11 | P2 80 | v6 0 - | r7 50 | i1 00 | i1 00 | i5 50 | i6 00 |
| | | kb | S | | I | x/i | r/i | | 03 | /i8 | X | 00 | - | N | /r7 | 0p | 0 | pl | /i3 |
| | | er | pe | | | 35 | 58 | | | 8s | | | N | W | 50 | lu | R | us | 90 |
| | | гу 65 | al | | | S | sr | | | | | | W | VV | HF M/ | 20 | ea | 00 | |
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| Batteries RLN5457 | OEM Slim Lithium Ion Battery 500mAh | | | | | | | 1 | T 1 | | r | | ı | X | | 1 | , , | | |
| SNN5717 | OEM Slim Lithium Ion Battery 500 mAh | | X | X | - <u>-</u> - | | | X | | | | | | | | | | | - |
| NNTN4051 | OEM Slim Lithium Ion Battery 500 mAh | | | | | | | | | | | | | | | | | | - |
| NTN1675 | OEM Slim Nickel Metal Hydride Battery 650 | | | | | | | | | | | | | | | | | X | |
| | mAh | | | | | | | | | | | | | | | ļ | | | |
| NTN9809 | OEM Slim Lithium Ion Battery 500 mAh | | | | | | | | Х | | | | | | | | | | |
| NTN8615 | OEM Slim Lithium Ion Battery 500 mAh | | | | | | | | | | | | | | | Х | Х | | |
| RLN5455 | OEM Standard Lithium Ion Battery 850 mAh | | | | | | | | | | | | X | | | | | | - |
| RAC47472 | OEM Standard Lithium Ion Battery with Battery Door | Χ | | | | | | | | | | | | | | | | | |
| NTN9810 | OEM Standard Lithium Ion Battery 750 mAh | | | | | | | | X | | | | | | | | | | |
| NTN8614 | OEM Standard Lithium Ion Battery 900 mAh | | | | | | | | | | | | | | | Х | Х | | |
| NTN1676 | OEM Standard Nickel Metal Hydride Battery | | | | | | | | | | | | | | | | | Х | |
| | 1050 mAh | | | | | | | | | | | | | | | - <u>,-</u> . | | | - |
| EVE0900 | Nextel Standard Lithium Ion Battery 900 mAh | | | | | | | | | | | | | l | | Х | Х | | |
| SNN5705 | OEM Standard Lithium Ion Battery 750 mAh | | X | X | - <u>.</u> | X | X | X | | X | X | | | | | | | | |
| NTN9037 | OEM Standard Nickel Metal Hydride Battery | | | | | | | | | | | | | | Х | | | | |
| NTN9038 | OEM Intrisically Safe Nickel Metal Hydride | | | | | | | | | | | | | | Х | | | | |
| NITNIGAGO | Battery - fm only OEM High Capacity Nickel Metal Hydride | | | | | | | | | | | | | | | | | | - - - |
| NTN8100 | Battery 500 mAh (WSL) | | | | | | | | | | | | | | | | | | ^ |
| NNTN4655 | OEM High Capacity Battery 11450 mAh | | | | | X | X | | | X | X | | | | | | | | |
| Chargers | | | | | | | | 1 | | | | | | | | | | 1 | |
| SPN4992* | OEM Standard Travel Charger (web only) | | Χ | Χ | Х | Χ | Х | Х | X | X | X | X | | | | | | | |
| RAC50361 | OEM Standard Travel Charger | X | | | | | | | | | | | | | | | | | |
| SPN4474 | OEM Standard Travel Charger | | | | | | | | | | | | | -, , - | | | | X | |
| SPN4940 | OEM Standard Multi-volt Travel Charger | | | | | | | | | | | | X | X | | X | | | |
| NPN6197 NTN1680 | OEM Rapid Travel Charger OEM Rapid Travel Charger | | | | | | | | | | | | | | | ^ | Х | X | |
| NTN1680 NTN1781 | OEM Rapid Travel Charger | | | | | | | | | | | | | | | | | · | |
| MINITOI | CENTAPIO Havor charger | | | | | | | J | l | L | L | | I | I | l_^` | J | | | L |

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| WNC0090 | Nextel Leather Case with Swivel Belt Clip | | X | | | | | X | | | | | | ļ | | | ļ | ļ | L | Ļ, |
|------------------|--|--------------|-------|-----------------------|--------------|--------------|-------------------|-------------|-----|--------------|-------------------|---|--------------|--------------|-------------------|------|---------------|---------------------|---------------------------------------|------------|
| WNC0095 | Nextel Leather Case with Swivel Belt Clip | | | | X | | | ļ | | ,- | | | | ļ | | | | ļ | ļ | Ļ. |
| WNC0185** | Nextel Leather Case with Swivel Belt Clip (WSL) | | | | | | | | | X | | | | | | | | | | ı |
| WNC5085 | Nextel Leather Case with Swivel Belt Clip | | | | | | | | | Χ | Χ | | | | | | | | | Ī |
| FSL1101 | Nextel Leather Case with Belt Clip | | | | | | | | | | | | | | | Х | Х | 1 | | T |
| FSL1100** | Nextel Leather Case with Belt Clip (WSL) | | | | | | | | | | | | | | | X | | | | +- |
| WNC0502 | Nextel Leather Case with Belt Clip | | | | | | | | | | | | | | | | | X | | +- |
| WNC0696 | Nextel Leather Half-Case with Belt Clip | | X | - <u>-</u> - | | | | X | | | | | | | | | | | | +- |
| WNC0702 | Nextel Leather Case with Belt Clip | | | | | | | | | | | | | | | | | X | - | ٠, |
| | | | | - <u>-</u> - | - <u>-</u> - | - <u>-</u> - | | | X | X | X | | | | | | | -^- | | . . |
| WNC8585** | Nextel Leather Case for Portable Keyboard (WSL) | | ^ | ^ | | ^ | ^ | | ^ | ^ | ^ | | | | | | | | | |
| NTN8397 | OEM Hard Leather Case with Swivel Belt Clip (WSL) | | | | | | | | | | | | | | | | | | |) |
| NTN8648 | OEM Leather Case with Plastic Window (WSL) | | | | | | | | | | | | | | | | | | X | |
| WNC2085BR | Nextel Brown Leather Shoulder Pouch (WSL) | | Χ | Х | X | X | | Х | | Х | Х | | | | | Х | Х | | | |
| WNC1000 | Nextel Leather Pouch with Belt Clip (WSL) | | | | | | | | | | | | | | | Х | X | | | |
| WNC1185 | Nextel Leather Pouch with Swivel Belt Clip | | | | | | X | | | X | X | | | | | | | | | - |
| WNC2085RD | Nextel Red Leather Shoulder Pouch (WSL) | | | - <u>-</u> - | | - <u>-</u> - | | X | | X | - <u>`</u> - | | | | | X | | | | +- |
| | | | | | | | | | | | | | | | | | | | | Į. |
| WNC2085GR | Nextel Green Leather Shoulder Pouch (WSL) | | X | | | | | X | | X | X | | | | | X | Х | | | |
| WNC2085BK | Nextel Black Leather Shoulder Pouch (WSL) | | X | X | X | X | | Х | | Х | Х | | | | | Х | Х | | | |
| BEE0750 | Nextel Ballistic Nylon Case with Swivel Belt Clip | | | | | | | | | | | | | | X | | | | | |
| MR2016 | Nextel Ballistic Nylon Case with Swivel Belt Clip | | | | | | | | | | | | | | | | | Х | | Ī |
| AEE5500 | Nextel Nylon Case with Swivel Belt Clip | | | | | | X | | | X | X | | | | | | | | | + |
| WNS0090** | Nextel Black Wrist Strap | | X | | X | | | X | X | | | | | | | Χ | X | | | +- |
| WNS0080** | Nextel Silver Wrist Strap (WSL) | | X | - - - | - <u>-</u> - | - <u>x</u> - | | X | X | | | | | | | X | X | | | +- |
| Headsets | | L | | | l_^`. |]_^ | | 1 | L | | L | L | | | J |]_`_ | 1 | l | L | L, |
| | | | | | | | | | | | | | | | | | | | | |
| and Earpieces | | | | | | | | | | | | | | | | | | | | |
| NTN8654** | OEM Audio Adapter | | | | | | | | | | r | | | | 1 | Х | X | X | F - 1 | |
| | Nextel Audio Adapter | | | | | | | | | | | | | | | X | <u>X</u> | \ <u>^</u> | | +. |
| EVE2834 | | | | | | | | | | | | | | | | | -`- | · | | ļ. |
| FLN2854 | OEM Audio Adapter | | | | | | | | | | L | | | ļ | X | | | ļ | | ŀ, |
| NTN8369 | OEM Audio Adapter | | | | | -,- | -,- | -,- | -,- | ,- | - 5,- | | | -,- | | | | ļ | X | 1. |
| EVE0401 | Nextel Driver's Kit | - 7,- | X | X - , - | X | X | X | X | X | X | X | | X | X | - ,- - | -,- | -,- | - 5,- | | ļ. |
| JAB9103R | JABRA Free Speak Wireless Headset | X | X | X | X | X | X | Х | X | Χ | X | | | ļ | X | X | Х | X | | ļ. |
| RAC38181 | OEM Earpiece with Call Termination button | X | | | | | | | | | | | | | | | | ļ | | Ļ. |
| EVE8390 | Nextel Earpiece with Microphone | X | | X | X | X | X | Х | Х | X | X | | X | X | X | Х | X | X | X | 1 |
| NNTN4033 | OEM Earpiece with Microphone and Nextel Direct Connect Button (WSL) | | | | | X | | | X | | | | | | | | | | | |
| NNTN4612 | OEM Earpiece with Microphone | Χ | Х | X | X | X | Х | Х | Χ | | Х | X | X | X | Х | Х | Х | Х | X | 3 |
| NNTN4454R** | OEM Translucent Blue Earpiece with Microphone | Х | | X | X | X | Х | Х | Х | X | X | | X | X | Х | Х | Х | Х | X | > |
| NNTN4453R** | OEM Translucent Purple Earpiece with Microphone | Х | | X | X | X | X | Х | Х | X | X | | X | X | Х | Х | Х | X | X | - 3 |
| NNTN4127R** | OEM Pearl Earpiece with Microphone | X | X | - <u>-</u> - | - <u>.</u> . | - <u>-</u> - | X | X | X | X | | | - <u>-</u> - | X | | X | X | | - X | +; |
| SYN8390** | OEM Earpiece with Microphone | - <u>^</u> - | | - <u>^</u> - | - <u>x</u> - | - <u>^</u> - | <u></u> | X | X | - <u>^</u> - | - <u>^</u> - | | - <u>-</u> - | - <u>^</u> - | - <u>^</u> . | X | <u>^</u> | $\frac{\hat{x}}{x}$ | \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ | |
| JAB5008R | JABRA EarSet | | X | - <u>^</u> - | - <u>x</u> - | - <u>^</u> - | <u>~</u> . | <u>^</u> | X | - <u>X</u> - | - <u>^</u> - | | - <u>^</u> - | - <u>^</u> - | <u>~</u> | X | $\frac{1}{X}$ | x | ^- X | |
| JAB7183R | JABRA EarBoom with Nextel Direct Connect button | | | | | | | | | | | | | | X | X | X | X | X | ъ. |
| | | | - 7,- | | | -,- | -, , . | - ,, | -,- | - 7,- | - . ,- | | | -,, - | -, , | -,- | \ <u>,</u> _ | \ - - | - . | 4. |
| JAB8014R | JABRA EarWrap | Х | Х | X | X | Х | Х | X | Х | X | X | | Х | X | X | X | X | X | X | |

| JAB8093R | JABRA EarWrap with Nextel Direct Connect button | | X | X | X | X | X | X | X | X | Χ | | | | | | | | |
|---------------------|---|------|--------------|-----------|------------|--------------|-----------------|-----|-----|---|------|------|---|---------------|---|------------|--------------|---|----------|
| EVE5898 | Nextel Lightweight Headset | Χ | X | X | X | X | Х | Х | Х | Χ | X | X | X | X | Х | Х | Х | X | 7 |
| NTN8513 | OEM Ruggedized Lightweight Headset | Χ | X | X | X | X | Х | Х | Χ | Χ | X | X | X | Х | Х | Х | Х | Х | 7 |
| Car Kits | | | | | | | | | | | | | | | | | | | |
| NTN9688 | OEM Dash Mount Holder (WSL) | | Х | X | X | | | Х | | | | | | | | | | | |
| NTN9476 | OEM Dash Mount Holder (WSL) | | | | | | Х | | | Χ | X | | | | | | | | |
| NTN9198 | OEM Dash Mount Holder | | | | | | | | | | | | | | | | Х | | |
| NTN8840 | OEM Dash Mount Holder (WSL) | | | | | | | | | | | | | | Х | Х | | | |
| NNTN4122 | OEM Dash Mount Holder (WSL) | | | | | X | | | | | | | | | | | | | |
| NTN9715 | OEM Dash Mount Holder (WSL) | | | | | | | | Х | | | | | | | | | | |
| NTN9071 | OEM Dash Mount Holder (WSL) | | | | | | | | | | | | | | Х | | | | |
| NTN8656 | OEM Portable Car Kit | | | | | | | | | | | | | | Х | X | | | |
| NTN1796 | OEM Portable Car Kit with Nextel Direct Connect button | | Χ | Х | Х | Х | Х | Х | Х | Х | Х | | | | | | | | |
| FLN9108 | Nextel Direct Connect button for Portable Car Kits | | Х | X | X | X | Х | Х | X | X | Χ | | | | Х | Х | Х | Х | 7 |
| NTN1719 | OEM Portable Car Kit with Nextel Direct Connect button and Dash Mount Holder | | | | | | | | | | | | | | | | X | | |
| NTN1661 | OEM Portable Car Kit with Dash Mount Holder (WSL) | | | | | | | | | | | | | | X | X | | | |
| NTN1583 | OEM Portable Car Kit (WSL) | | | | | | | | | | | | | | | | | X | + ; |
| 901001** | Cellport Remote Nextel Direct Connect Button (WSL) | | | | | | | | | | | | | | X | X | | | |
| HSN4030 101101** | OEM External Speaker for Mobiles (WSL) Cellport Universal Docking Station (WSL) | | | | | | | | | | | | | | X | X | | | <u>.</u> |
| FLN9299 | Nextel Direct Connect button for Hard Install Car Kits (WSL) | | | | | | | | | | | | | Х | | \ <u>`</u> | Х | X | - ; |
| 505001** | Cellport Pocket Adapter for i1000/i1000plus (WSL) | | | | | | | | | | | | | | X | X | | | 1 |
| NTN9299 | OEM Hard Install Car Kit | | | | | | { · | | | | | | | } - | | | | | |
| RLN5582 | OEM Hard Install Car Kit | | | | | | | | | X | | | | | | | | | |
| RLN5243 | OEM Hard Install Kit with Coupler | | | | | | | | | | | | | | X | X | | | +- |
| FLN2800 | OEM Remote Speaker Microphone | | | | | | | | | | | | | - <u>-</u> | | | | | +- |
| 8255L | Nextel Roof Mount Antenna for Hard Install Car Kits | | | | | | | | | | | | | | | | | | |
| 8795L-EC | Nextel Glass Mount Antenna for Hard Install Car Kits | | | | | | | | | | | | | | | | | | Ī |
| Data and | | | | | | | | | L I | | | | | | | 1 | | L | |
| Connectivity | | | | | | | | | | | | | | | | | | | |
| Kits | | | | | | | | | , | | | | | | | | r | | |
| NTN1806 | OEM Palm V Cable | | | | | | ļ | | | | | | L | X | | ļ., | ļ | L | 4. |
| BKN8700 | Nextel In Line Data Cable | | | L | | | | | | | | | ļ | | X | X | X | L | ļ. |
| NKN6503 | OEM Dual Port Adapter Cable (Hard Install Car Kits) | | | | | | | | | | | | | Х | Х | X | X | | |
| NKN6540 | OEM Dual Port Adapter Cable (Portable Car Kits) | | X | x | × | × | Х | X | Х | X | X | | | | | | | | |
| NKN6544 | OEM In Line Data Cable | | - <u>-</u> X | X | X | - <u>-</u> - | X | X | X | X | | | | | | | | | Ι. |
| NNTN4007 | USB Data Cable with Charging Capability | | X | - ^- X | - <u>`</u> | - <u>^</u> - | X | X | X | X | X | | | | | | | | + |
| NTN1685** | OEM Palm III/VII Cable (WSL) | | | | | | | -`- | -`- | | | | | | | X | X | | +. |
| NTN1749** | OEM Palm V Cable (WSL) | | | | | | | | | | | | | | X | X | X | | +- |
| NTN1749 | OEM In Line Data Cable | | | | | | | | | | | | | X | | | | | + |
| NTN1807 | OEM Palm III/VII Cable | | | | | | | | | | | | | X | | | | | +- |
| RAC53301 | OEM USB Data Cable | X | | | | | | | | | | | | -` - ` | | | | | +- |
| NTN8993 | OEM Universal PDA Adapter (for use with NKN6544) | `- | X | X | X | X | X | X | X | X | X | | | | | | | | |
| NKN6546 | OEM Palm III/VII Converter Plug | | Х | X | X | X | Х | X | X | X | X | | | | | | | | 1 |

| NKN6547 | OEM Palm V Converter Plug | | Х | Y | Y | Y | Y | Ιχ | Ιχ | Υ | Y | | | | | | | | | |
|----------------------------|--|---|---|---------|---|-------------------|-------------------|--------------------|----|----|------------------|---|---|------------|------------|----------|---|------------|---|---|
| | OEM iDEN Update Kit (WSL) | | | | | | | | | | | | | | - <u>-</u> | X | X | X | | + |
| NKN6522i** | | | | | | | | | ļ | | | | | ļ | ∤-^ | ^ X | | | | + |
| NTN1728 | OEM iDEN Organizer (WSL) Nextel WIN CE / Pocket PC Connectivity Kit | | | | | | | | | | | | | - | ∤ . | l | X | X | | 4 |
| SKT8510R | | | | | | | | | | | | | | - | | X | | X | | 4 |
| NNTN4315 | Motorola iBoard i95cl Support | | | | X | -, , - | -, , - | -, <i>-</i> - | | ,- | ,- | | | ļ | ļ | ļ | | | | 4 |
| NTN9712 | Motorola iBoard Portable Keyboard | | X | _ X | X | X | _X | X | X | X | X | L | | | J | J | | | L | L |
| Face Plates/Key Pads | | | | | | | | | | | | | | | | | | | | |
| RLN5419** | OEM Astro Blue Faceplate | | | | | Χ | | | | | | | | | | | | | | |
| RLN5426 | OEM Forest Green Faceplate | | | | | X | | | 1 | | | | | i | | | | | | Ī |
| RLN5425 | OEM Poppy Red Faceplate | | | | | X | | | | | | | | | i | | | | | Ī |
| RLN5420 | OEM Black Faceplate | | | | | Χ | | | | | | | | | | | | | | T |
| RLN5421 | OEM Stainless Steel Faceplate | | | | | X | | | † | | | | | | | | | | | T |
| RLN5422 | OEM Purple Faceplate | | | | | X | | | | | | | | | | | | | | Ī |
| RLN5424** | OEM Bronze Faceplate | | | | | X | | | | | | | | | | | | | | Ť |
| NTN9777 | OEM Silver Faceplate (WSL) | | I | | | | | | | | X | | | | | | | | | Ī |
| NTN9780 | OEM Black Keypad (WSL) | | | | | | | | | | X | | | | | | | | | Ť |
| NTN9776 | OEM Bronze Faceplate (WSL) | | | | | | | | | | X | | | | ∤ ∙ | | | | | T |
| NTN9775 | OEM Blue Faceplate (WSL) | | | | | | | | | | X | | | | | | | | | Ť |
| NNTN4172** | OEM Stars & Stripes Faceplate (WSL) | | | | | | | | | | X | | | | | | | | | Ť |
| NTN9781 | OEM Silver Keypad (WSL) | | | | | | | | † | | X | | | | | | | | | Ť |
| Other | | | ! | | | | | l | 1 | | | L | | | J | J | L | L | L | |
| NTN1747 | OEM International Travel Adapters | | | | | | | | | | | | X | Χ | | Χ | | [<u> </u> | | ſ |
| RAC47471 | OEM Cradle | Χ | | | | | | | | | | | | | | | | | | Ť |
| SYN7875 | OEM Hearing Aid Neckloop | | X | X | X | X | Х | Х | X | Χ | X | | | | X | Χ | Х | X | X | Ť |
| NTN9298 | OEM Surveillance Kit (inc. adapter) | | | | | | | | | | | | | | | Χ | Х | X | | Ī |
| Battery Doors | | | ' | | | | | | | | | | ' | | | | | | | |
| NNTN4621 | OEM Slim Battery Door | | Х | | | | | | | | | | | L. | ļ | | | | | |
| NNTN4306 | OEM Slim Battery Door | | | Χ_ | | | | | | | | | | | ļ | | | | | |
| NNTN4274 | OEM Slim Battery Door | | | | Х | | | | | | | | | | ļ | l | | | | |
| NTN9849 | OEM Slim Battery Door | | | | | | | Х | | | | | | | ļ | | | | | |
| NNTN4273 | OEM Standard Battery Door | | | | X | | | | | | | | | L | ļ | | | | | L |
| NTN9850 | OEM Standard Battery Door | | | | | | | Х | | | | | | | ļ | | | | | |
| NNTN4118 | OEM Standard Battery Door | | | | | Χ | | | | | | | | | | | | | | |
| NNTN4305 | OEM Standard Battery Door | | | X | | | | | | | | | | | | | | | | ĺ |
| NNTN4583 | OEM Standard Battery Door | | Χ | | | | | | | | | | | | | | | | | ĺ |
| NTN9344 | OEM Standard Battery Door | | | | | | Χ | | | Χ | Х | | | | | | | | | ĺ |
| NNTN4032 | OEM Overmolded High Capacity Battery Door - Black | | | | | | Х | | | | Ī | | | | | | | | | |
| | OEM Overmolded High Capacity Battery Door | | | | | | Χ | | | | | | | | | | | | | Ī |
| NNTN4031 | - Yellow | | | | | | | | | | | | | | | | | | | |
| NNTN4031 NTN9343 | - Yellow OEM High Capacity Battery Door | | | | | | X | | | X | - - X | | | | | | | | | ł |

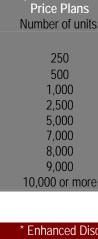
Corp orate

Acco unt Disco unt Sche dule

| Volume Purchase Agreement | | | |
|-------------------------------------|-------------------|-----------------------------|----------------|
| Discount Schedule | | | |
| Unit Commitment | | | |
| Corporate & National Price Plans | | Local Market Price Plans | |
| Number of units: | Discount Level | Number of units: | Discount Level |
| less than 500 500-999 | 0% 3% | | |
| 1,000 - 2,499 2,500 - 4,999 | 4% 5% | less than 500 units | 0% |
| 5,000 - 6,999 7,000 - 7,999 | 6% 7% | 500 or more units | 3% |
| 8,000 – 8,999 9,000 – 9,999 | 8% 9% | - | |
| 10,000 or more | 10% | | |

Corporate Account discounts are based on the total number of units in the account, nationwide.

Discounts apply to monthly access fees for Digital Cellular and Nextel Direct ConnectSM.



Enhanced

Discount Schedule

Program' Unit Commitme

Corporate & Natio

* Enhanced Disc Schedule Pro (EDSP) requires and unit commitr Agreement can be f on th

Customer recordiscounts immedia upon signed agreer Note, existing custo may not receive be Discounts do not apply to features, enhanced services, usage, overage or other charges

Promotional service rates may, at Nextel's discretion, be excluded from corporate discounts.

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Customer shou

directed to a commitment that tak to consideration seasor business downtu we their ability to act the unit minimum bend of the ramp p

Ramp Period, refe the time in whic customer is extende discount but i required to kee qua

minimum commitn

Nextel Public Sector Accounts Rate Plan Guide

SLE Discount: 10 %

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NATIONAL PLANS

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National Shared Minute Plans

| | | _ | | | | | |
|---|----------|----------------|----------|----------|----------|-------------|-----|
| RATE PLANS | Monthly | Discounted | Cellular | Cellular | Cellular | Direct | D |
| | Access | Monthly Access | Minutes | Rounding | Overage | ConnectSM | Con |
| | | | | | | Minutes1 | Ov |
| Nextel National Shared Minute UDC Plan | | \$35.99 | 0 | Second* | 35¢ | Unlimited** | |
| | | , | | | per | | |
| | | | _ | | minute | | |
| Nextel National Shared Minute 200 Plan | 549.99 | \$44.99 | 200 | | | | |
| Nextel National Shared Minute 500 Plan | \$59.99 | \$53.99 | 500 | | | | |
| Nextel National Shared Minute 700 Plan | | \$71.99 | 700 | | | | |
| Nextel National Shared Minute 1000 Plan | | \$89.99 | 1,000 | | | | |
| Nextel National Shared Minute 1300 Plan | 3129.99 | \$116.99 | 1,300 | | | | |
| Nextel National Shared Minute 1600 Plan | | \$143.99 | 1,600 | | | | |
| Nextel National Shared Minute 2300 Plan | | \$179.99 | 2,300 | | | | |
| Nextel National Shared Minute 3500 Plan | 5299.99 | \$269.99 | 3,500 | | | | |

*Calls round to the second after the first minute.

**Unlimited Direct Connect does not include Group
Connect calls which are \$0.15/minute.

National Free Incoming Plans

| | | _ | | | | | |
|---|----------|----------------|----------|----------|----------|------------|-----|
| RATE PLANS | Monthly | Discounted | Cellular | Cellular | Cellular | Direct | D |
| | Access | Monthly Access | Minutes | Rounding | Overage | ConnectSM | Con |
| | | | | | | Minutes1 | Ov |
| Nextel National Free Incoming 400 Plan | \$59.99 | \$53.99 | 400 | Minute | 40¢ | Unlimited* | |
| | | | | | per | | |
| | | | | _ | minute | ¬ - | |
| Nextel National Free Incoming 600 Plan | \$69.99 | \$62.99 | 600 | | | | |
| Nextel National Free Incoming 800 Plan | \$89.99 | \$80.99 | 800 | | | | |
| Nextel National Free Incoming 1100 Plan | \$119.99 | \$107.99 | 1,100 | | | | |
| Nextel National Free Incoming 1400 Plan | \$149.99 | \$134.99 | 1,400 | | | | |
| Nextel National Free Incoming 1800 Plan | \$179.99 | \$161.99 | 1,800 | | | | |

*Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute. **Unlimited Nights & Weekends promotion available through 5/31/03.

National Value Plans

| | | • | | | | | |
|--------------------------------|-------------------|---------------------------|---------------------|----------------------|---------------------|---------------------|-----|
| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM | Con |
| | Access | Mondiny Access | Williates | Kounanig | Overage | Minutes1 | Ov |
| Nextel National Value 300 Plan | \$35.99 | \$32.39 | 300 | Minute | 40¢ per | 100* | per |
| | | | | | minute | | pei |
| Nextel National Value 500 Plan | \$45.99 | \$41.39 | 500 | | | | |
| | | | | | | | |

*Included Direct Connect minutes can be used for Group Connect.

**Direct Connect minutes share with like plans.

1All Direct Connect minutes round to the second.

^ Get unlimited Night & Weekend minutes for just \$10.00 per unit per month. Unlimited Night & Weekend minutes do not share across plans.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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NATIONAL PLANS, continued

National Shared Value Plans

| Nextel National Shared Value Add-on Plan4 |
|--|
| Nextel National Shared Value 300 Plan |
| Nextel National Shared Value 500 Plan |
| *Included Direct Connect minutes can be used for Group Connect. Two-Way Messaging = \$5 with the purchase of any National Shared Value Plan if |
| nurchased by 5/31/03 |

RATE PLANS

| Monthly | Discounted | Cellular | Cellular | Cellular | Direct | D |
|--|----------------|----------|----------|----------|-----------|-----|
| Access | Monthly Access | Minutes | Rounding | Overage | ConnectSM | Con |
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| , | \$18.00 | 0 | Minute | 40¢ | 100* | |
| ,(100) | | | | per | | |
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| 99000 | \$35.00 | 300 | | | 250* | |

LOCAL PLANS

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| RATE PLANS | Monthly | Discounted | Cellular | Cellular | Cellular | Direct | D |
|---|---------|----------------|------------|----------|----------|-----------|----|
| | Access | Monthly Access | Minutes | Rounding | Overage | ConnectSM | |
| | | | | | | Minutes1 | Ov |
| Nextel Local Get Right Through 50 Plan | \$35.99 | \$32.39 | 50 + 50‡ | Minute | 40¢ | 500* | |
| | | | | | per | | |
| | | | | | minute | | |
| Nextel Local Get Right Through 250 Plan | \$45.99 | \$41.39 | 250 + 250‡ | | | 2500* | |
| Nextel Local Get Right Through 500 Plan | S55.99 | \$50.39 | 500 + 500‡ | | | 4,0003 | |

‡Additional Bonus anytime cellular minutes offer valid through 05/31/03. Bonus minutes good for the life of the plan. *Included Direct Connect minutes can be used for Group Connect. Additional Group Connect calls are 15¢ per minute.

Government Local Shared Plans

| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM Minutes1 | Con Ov |
|-----------------------------|-------------------|------------------------------|---------------------|----------------------|----------------------|---------------------------------|-----------|
| Government Local Shared 100 | \$24.99 | \$22.49 | 0 | Second | 20¢ per minute | 100* | n |

| Government Local Shared 400 | \$39.99 | \$35.99 | 200 | 200* |
|-----------------------------|---------|---------|-----|------|
| Government Local Shared 700 | \$49.99 | \$44.99 | 350 | 350* |

*Direct Connect minutes can be used for Group Connect. **Unlimited long distance buy-up option also available for \$10.00/month.

1All Direct Connect minutes round to the second.

2Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST. 3No charge for overage.

4Customers cannot purchase the National Shared Value Add-On plan as a stand-alone plan. A customer must purchase at least one National Shared Value 300 or 500 plan to purchase the Add-On plan.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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PROMOTIONAL PLANS

Availab le for a Limited Time

Nextel National 12,000 Plus Plan

| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM Minutes1 | D Con Ov |
|---------------------------|-------------------|------------------------------|---------------------|----------------------|---------------------|---------------------------------|----------------|
| National 12,000 Plus Plan | \$69.99 | \$62.99 | 1,000 | Minute | 40¢ | 5,500* | |

Plan is available through May 31, 2003. Two-way messaging is included in plan. *No charge for overage

Unlimited Plus Plan

| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM Minutes1 | D Con Ov |
|-------------------------------------|-------------------|------------------------------|---------------------|----------------------|---------------------|---------------------------------|----------------|
| Nextel National Unlimited Plus Plan | \$199.99 | \$179.99 | Unlimited | N/A | N/A | Unlimited* | |

Also included if purchased by 5/31/03: NOL Full Service Package. *Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute.

Instant Connect 5000 Plan

| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM Minutes1 | Con Ov |
|---------------------------|-------------------|------------------------------|---------------------|----------------------|---------------------|---------------------------------|-----------|
| Instant Connect 5000 Plan | \$39.99 | \$35.99 | 500 | Minute | 40¢ | 4,500* | |

Plan is available through June 30, 2003. * The Direct Connect minutes on the plan can be used for both Direct and Group Connect Calls.

1All Direct Connect minutes round to the second

2 Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel

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Additional Services

Group Connect

| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM Minutes1 | Con Ov |
|-------------------------|-------------------|------------------------------|---------------------|----------------------|---------------------|---------------------------------|-----------|
| Group Connect 250 | \$10.00 | \$9.00 | N/A | N/A | N/A | 250 GC | |
| Group Connect Unlimited | \$25.00 | \$22.50 | | | | Unlimited GC | |

Group Connect 250 overage rate is based on Direct Connect overage rate as defined by the

primary rate plan.
These buy-up plans can be added to ANY primary rate plan. Group Connect buy-up options cannot be used in conjunction with Alternate Line Service.

Alternate Line Service

le

| RATE PLANS | Monthly Access | Discounted Monthly Access | Cellular Minutes | Cellular Rounding | Cellular Overage | Direct ConnectSM Minutes1 | Con |
|---|-------------------|------------------------------|---------------------|----------------------|----------------------|---------------------------------|-----|
| Nextel National Alternate Line 200 | \$24.99 | \$22.49 | 200 | Minute | 35¢ per minute | N/A | |
| Nextel National Alternate Line 300 | \$39.99 | \$35.99 | 300 | | | | |
| Nextel National Alternate Line 500 | \$49.99 | \$44.99 | 500 | | | | |
| Nextel National Alternate Line 1000 | \$79.99 | \$71.99 | 1,000 | | | | |
| Alternate Line Service Plans cannot be used | . = = = = = = = | - | | | • | | |

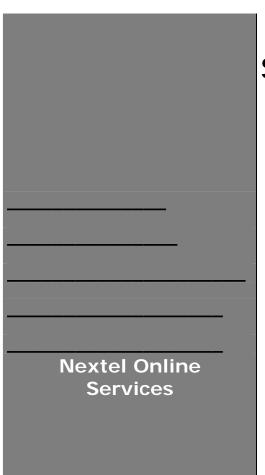
2 Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on

for primary line service.

1All Direct Connect minutes round to the second

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more

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SERVICE S PRICIN G

| Web* (included with most NOL services) | \$3.50 | Access selected wireless web Text alerts (SMS) @ \$.10 |
|---|---|---|
| | \$5.00 | Access Contacts and Administrative Service |
| Address Book Admin | \$3.50 | Allows end users to receive administral list, NO Web Service |
| Mobile Admin | \$10.00 or \$15.00 with Two- Way Messaging | Address Book Admin PLUS create and homepage(s) with My View |
| AOL® Instant MessengerTM | \$5.00 | AOL® Instant Messenge Web Service |
| Two-Way Messaging Includes 60 bonus cell minutes for 12 months if purchased by 6/30/03!** | \$7.50 | Two-Way Messaging, Address Book |
| Mobile Email | \$5.00 | Access to email, calendar and contact \$.10 each (SMS), Unlimited We |
| Wireless Knowledge Workstyle | \$5.00 Plus any plan that includes "Enter Site" feature | Access calendar, contacts and office e access to MS Exchange and Lotus |
| Premium Web | \$10.00 | Enter site (any URL), search, bookmai alerts (SMS); MSN, AOL, Hotmail, A Instant Messenger, Unlimited W |

Dial-Up

\$10.00 Plus cellular minutes used

Behind-the-firewall access to corp. a access Web-based email at circuit darkbps. Connect your Nextel phone to PC Service

Enterprise discounts do not apply to Nextel Online Services.

*Web is not included with Address Book Admin and Dial-Up. **Two-Way Messaging bonus cellular minutes not available with National Shared Value Plans / \$5 Two-Way Messaging promotional offer

Nextel Online Services require an Internet-ready phone. Additional applications have monthly access fees that vary. Current prices are valid through 5/31/03 and are subject to change. A phone purchase may require a one-year service agreement. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. AOL, Buddy List, the triangle design, and Instant Messenger are registered trademarks of America Online, Inc.

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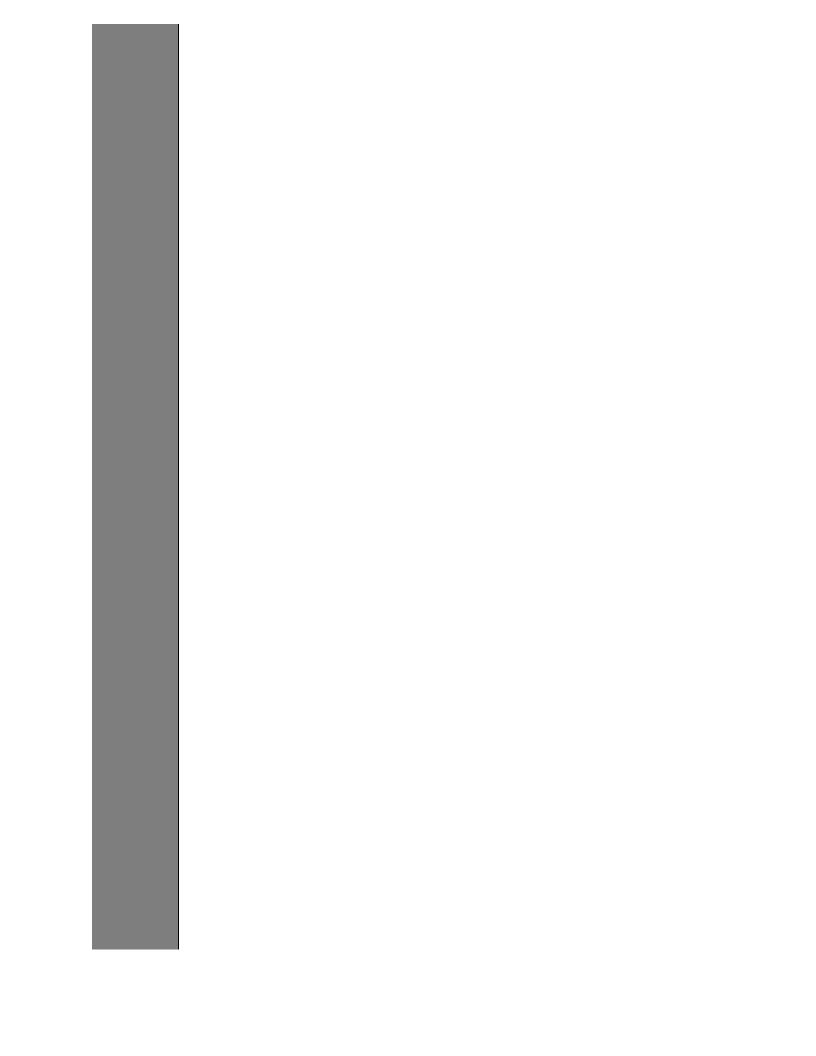
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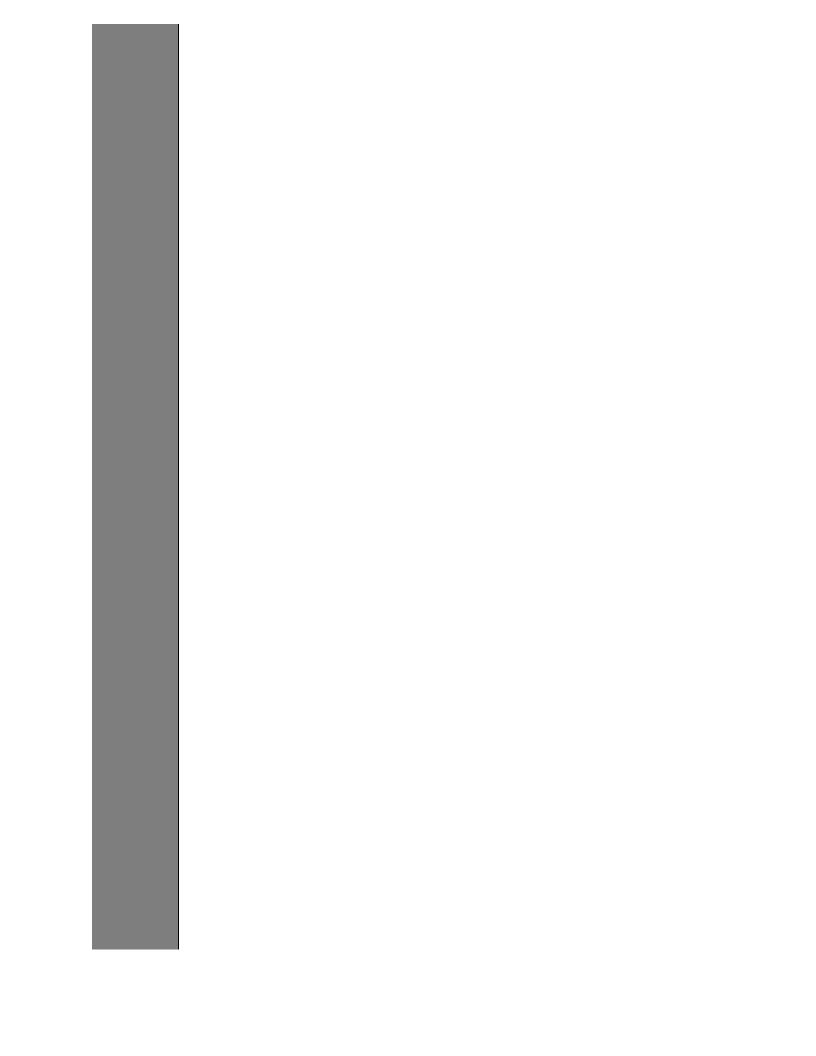
Public IP Address is availabl e for an addition al \$3 per month per phone for all Total Connect plans of 1 MB and higher. Total Connect As-You-Go plan does not offer a Public IP address or KB sharing. All plans include KB sharing across like plans. Reco mme nded Dial-Up Plans (for

iM11 00 only) Local Connec t 500 (500 minute s/mo.) 3 Local Connec t 700 (700 minute s/mo.) 3

Black Berry Plan (for Black Berry 6510 only) Unitd **BlackB** erry **Email** & Web (unlimi ted email & web access, 100

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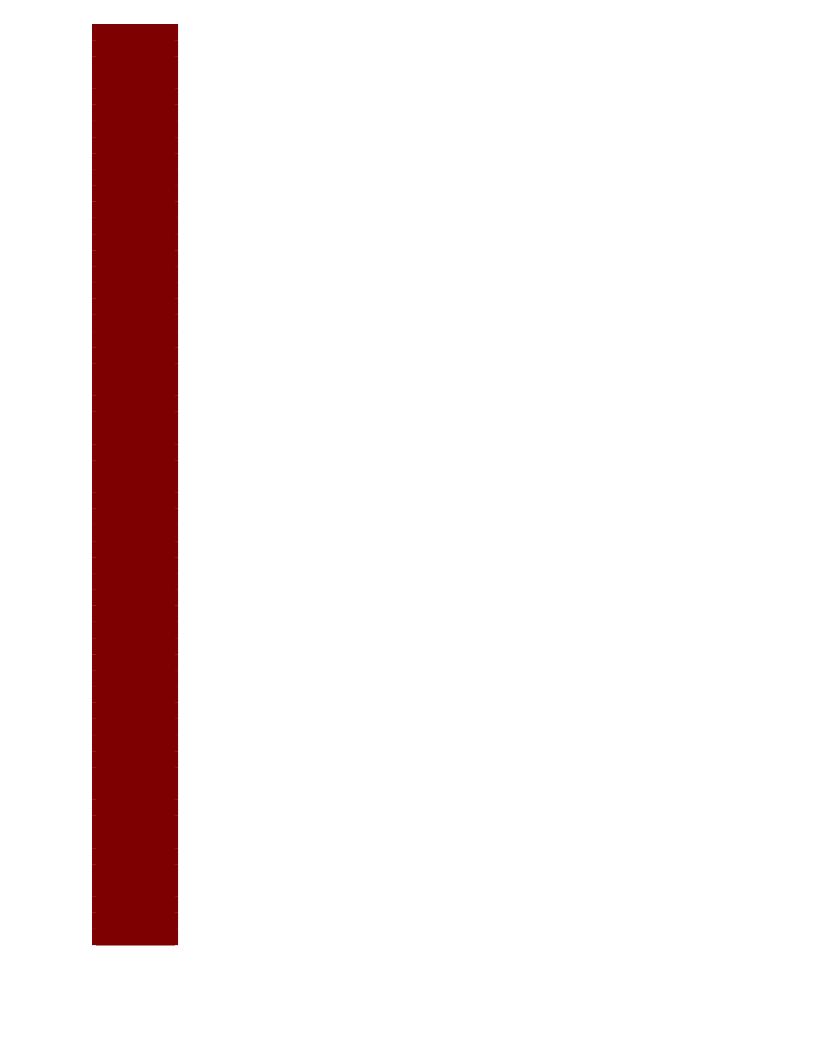
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STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

April 25, 2003

CHANGE NOTICE NO. 17 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | una | | |
|--|---|--|--|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk | | |
| Nextel West Corp. | (810) 217-0479 | | |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE | | |
| 27755 Stansbury Blvd. | | | |
| Farmington Hills, MI 48334 | BUYER (517) 335-0462 | | |
| , | Christine Mitchell, CPPB | | |
| Contract Administrator: Don Eitniear | | | |
| Nextel Communication Units/Training/Service - All State Agencies | | | |
| CONTRACT PERIOD: From: February | 7 16 , 1999 To: August 1 , 2003 | | |
| TERMS | SHIPMENT | | |
| Net 45 | As Required | | |
| F.O.B. | SHIPPED FROM | | |
| Delivered/Install | N/A | | |
| MINIMUM DELIVERY REQUIREMENTS | | | |
| N/A | | | |

NATURE OF CHANGE (S):

Please note the buyer has been changed to:

Christine Mitchell, CPPB 530 W. Allegan P.O. Box 30026 Lansing, MI 48909 (517) 335-0462 MichelC@michigan.gov

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

December 17, 2002

CHANGE NOTICE NO. 16 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| · · · · · · · · · · · · · · · · · · · | iiu |
|---|------------------------------------|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 |
| , | Andy Ghosh |
| Contract Administrator: Don Eitniear | |
| Nextel Communication Units/Tra | ining/Service - All State Agencies |
| CONTRACT PERIOD: From: February 16 | 5, 1999 To: August 1, 2003 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

Effective immediately, the contract end date is changed to August, 1, 2003.

AUTHORITY/REASON:

Per agency request from Tom Fogle dated December 16, 2002.

of Contract.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET **ACQUISITION SERVICES** P.O. BOX 30026, LANSING, MI 48909 530 W. ALLEGAN, LANSING, MI 48933

October 11, 2002

CHANGE NOTICE NO. 15 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | an | - | |
|--|-----------------------------|--------------|------------------------------|
| NAME & ADDRESS OF VENDO | R | | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | | | (810) 217-0479 |
| dba Nextel Communicat | tions | | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | | | |
| Farmington Hills, MI 48 | 3334 | | BUYER (517) 373-7396 |
| | | | Andy Ghosh |
| Contract Administrator: Don Ei | tniear | | |
| Nextel Communication Units/Training/Service—All State Agencies | | | |
| CONTRACT PERIOD: | From: February 16, 1 | 999 | To: January 31, 2003 |
| TERMS | | SHIPMENT | |
| Net 45 | | | As Required |
| F.O.B. | | SHIPPED FROM | |
| Delivered/Install | | | N/A |
| MINIMUM DELIVERY REQUIRE | EMENTS | | |
| N/A | | | |

NATURE OF CHANGE (S):

Effective 11/1/02, the new remittance address is:

Nextel Communications P.O. Box 4181 Carol Stream, IL 60197-4181

The overnight payment address is:

Nextel Communications Remittance Processing 1800 S. Springer Drive Lombard, IL 60148

All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per request from Nextel.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

May 13, 2002

CHANGE NOTICE NO. 14 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | anu |
|--------------------------------------|-------------------------------------|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 |
| | Andy Ghosh |
| Contract Administrator: Don Eitniear | · • |
| Nextel Communication Units/I | Training/Service—All State Agencies |
| CONTRACT PERIOD: From: February | 16, 1999 To: January 31, 2003 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

Effective immediately this contract is hereby EXTENDED until 1/31/03. All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per mutual agreement of the State of Michigan and the contractor.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET ACQUISITION SERVICES P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

February 12, 2002

CHANGE NOTICE NO. 13 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| u | HI C | | |
|--|------------------------------|--|--|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk | | |
| Nextel West Corp. | (810) 217-0479 | | |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE | | |
| 27755 Stansbury Blvd. | | | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 | | |
| | Andy Ghosh | | |
| Contract Administrator: Don Eitniear | | | |
| Nextel Communication Units/Training/Service—All State Agencies | | | |
| CONTRACT PERIOD: From: February 16 | To: June 1, 2002 | | |
| TERMS | SHIPMENT | | |
| Net 45 | As Required | | |
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| Delivered/Install | N/A | | |
| MINIMUM DELIVERY REQUIREMENTS | | | |
| N/A | | | |

NATURE OF CHANGE (S):

An updated list of equipments and accessories is attached. The price list includes discounts.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 2/8/02

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

December 26, 2001

CHANGE NOTICE NO. 12 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | and |
|--|-------------------------------------|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 |
| , | Andy Ghosh |
| Contract Administrator: Don Eitniear | · |
| Nextel Communication Units/ | Training/Service—All State Agencies |
| CONTRACT PERIOD: From: February | To: June 1, 2002 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

This contract is EXTENDED until 6/1/02. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 12/28/01.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

November 21, 2001

CHANGE NOTICE NO. 11 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | and | | |
|--|----------------------------------|--|--|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk | | |
| Nextel West Corp. | (810) 217-0479 | | |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE | | |
| 27755 Stansbury Blvd. | | | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 | | |
| | Andy Ghosh | | |
| Contract Administrator: Don Eitniear | | | |
| Nextel Communication Units/Training/Service—All State Agencies | | | |
| CONTRACT PERIOD: From: Februar | y 16, 1999 To: December 31, 2001 | | |
| TERMS | SHIPMENT | | |
| Net 45 | As Required | | |
| F.O.B. | SHIPPED FROM | | |
| Delivered/Install | N/A | | |
| MINIMUM DELIVERY REQUIREMENTS | | | |
| N/A | | | |

NATURE OF CHANGE (S):

This contract is EXTENDED until 12/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 11/20/01.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

October 24, 2001

CHANGE NOTICE NO. 10 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | uiiu | | |
|--|--------------------------------|------------------------------|--|
| NAME & ADDRESS OF VENDOR | | TELEPHONE Richard VanBuskirk | |
| Nextel West Corp. | | (810) 217-0479 | |
| dba Nextel Communication | ons | VENDOR NUMBER/MAIL CODE | |
| 27755 Stansbury Blvd. | | | |
| Farmington Hills, MI 483 | 334 | BUYER (517) 373-7396 | |
| | | Andy Ghosh | |
| Contract Administrator: Don Eitr | iear | | |
| Nextel Communication Units/Training/Service—All State Agencies | | | |
| CONTRACT PERIOD: | From: February 16, 1999 | To: November 30, 2001 | |
| TERMS | SHIPM | IENT | |
| Net 45 | | As Required | |
| F.O.B. | SHIPP | ED FROM | |
| Delivered/Install | | N/A | |
| MINIMUM DELIVERY REQUIREM | MENTS | | |
| N/A | | | |

NATURE OF CHANGE (S):

This contract is EXTENDED until 11/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 10/23/01.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

September 26, 2001

CHANGE NOTICE NO. 9 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| | ana | |
|--|----------------------|------------------------------|
| NAME & ADDRESS OF VENDOR | | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | | (810) 217-0479 |
| dba Nextel Communications | | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | | |
| Farmington Hills, MI 48334 | | BUYER (517) 373-7396 |
| | | Andy Ghosh |
| Contract Administrator: Don Eitniear | | • |
| Nextel Communication Units/Training/Service—All State Agencies | | |
| CONTRACT PERIOD: From | n: February 16, 1999 | To: October 31, 2001 |
| TERMS | SHIPMENT | |
| Net 45 | | As Required |
| F.O.B. | SHIPPED FROM | |
| Delivered/Install | l | N/A |
| MINIMUM DELIVERY REQUIREMENT | TS . | |
| N/A | | |

NATURE OF CHANGE (S):

This contract is EXTENDED until 10/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 9/21/01.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

August 23, 2001

CHANGE NOTICE NO. 8 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| a | uu | |
|---|------------------|--------------------------------|
| NAME & ADDRESS OF VENDOR | | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | | (810) 217-0479 |
| dba Nextel Communications | | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | | |
| Farmington Hills, MI 48334 | | BUYER (517) 373-7396 |
| | | Andy Ghosh |
| Contract Administrator: Don Eitniear | | |
| Nextel Communication Units/Tra | ining/Service—Al | l State Agencies |
| CONTRACT PERIOD: From: February 16 , | 1999 | To: Sepetember 30, 2001 |
| TERMS | SHIPMENT | |
| Net 45 | | As Required |
| F.O.B. | SHIPPED FROM | |
| Delivered/Install | | N/A |
| MINIMUM DELIVERY REQUIREMENTS | | |
| N/A | | |

NATURE OF CHANGE (S):

This contract is EXTENDED until 9/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskirk on 8/23/01.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

July 24, 2001

CHANGE NOTICE NO. 7 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| • | mu |
|--------------------------------------|-----------------------------------|
| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk |
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 |
| | Andy Ghosh |
| Contract Administrator: Don Eitniear | |
| Nextel Communication Units/Tra | aining/Service—All State Agencies |
| CONTRACT PERIOD: From: February 16 | 5, 1999 To: August 31, 2001 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

This contract is EXTENDED until 8/31/01. No other change.

AUTHORITY/REASON:

Per agreement with Mike Ames on 7/23/01.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

June 25, 2001

CHANGE NOTICE NO. 6 TO

CONTRACT NO. <u>071B9000378</u>

between

THE STATE OF MICHIGAN

and

| NAME & ADDRESS OF VENDOR | TELEPHONE Richard VanBuskirk |
|--|--|
| Nextel West Corp. | (810) 217-0479 |
| dba Nextel Communications | VENDOR NUMBER/MAIL CODE |
| 27755 Stansbury Blvd. | |
| Farmington Hills, MI 48334 | BUYER (517) 373-7396 |
| , | Andy Ghosh |
| Contract Administrator: Andy Ghosh | · |
| Nextel Communication Units/Tr | aining/Service All State Agencies |
| CONTRACT PERIOD: From: February 1 | 16, 1999 To: July 31, 2001 |
| TERMS | SHIPMENT |
| Net 45 | As Required |
| F.O.B. | SHIPPED FROM |
| Delivered/Install | N/A |
| MINIMUM DELIVERY REQUIREMENTS | |
| N/A | |

NATURE OF CHANGE (S):

This contract is EXTENDED till 07/31/2001.

AUTHORITY/REASON:

Per agreement with Mike Ames on 6/22/01

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

March 7, 2001

CHANGE NOTICE NO. 5 TO CONTRACT NO. 071B9000378 between THE STATE OF MICHIGAN

and

| NAME & ADDRESS C | OF VENDOR | | TELEPHONE Mark Samarian |
|--|----------------------------------|----------------|-------------------------|
| Nextel Communications | | (248) 213-3100 | |
| 300 Galleria Officentre, Suite 301 | | | VENDOR NUMBER/MAIL CODE |
| Southfield, MI 48034 | | | |
| | | | BUYER (517) 373-7396 |
| | | | Andy Ghosh |
| NIGP #725-51 | Contract Administrator: Andy Gho | sh | CS-138 #NotReq |
| Nextel Communication Units/Training/Service for all State Agencies | | | |
| CONTRACT PERIOD: | From: February 16, 1 | 999 | To: June 1, 2001 |
| TERMS | | SHIPMENT | |
| | Net 45 | | As Required |
| F.O.B. | | SHIPPED FROM | |
| | Delivered/Install | | N/A |
| MINIMUM DELIVER | Y REQUIREMENTS | | |
| | N/A | | |

NATURE OF CHANGE:

This contract is EXTENDED till 06/01/2001.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk.

STATE OF MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET OFFICE OF PURCHASING P.O. BOX 30026, LANSING, MI 48909 OR 530 W. ALLEGAN, LANSING, MI 48933

May 6, 1999

CHANGE NOTICE NO. 3 TO CONTRACT NO. 071B9000378 between THE STATE OF MICHIGAN

and

| NAME & ADDDESS OF M | CAIDOD | | TELEDITONE M 1 C |
|-----------------------|------------------------------------|----------------------|------------------------------|
| NAME & ADDRESS OF VI | ENDUK | | TELEPHONE Mark Samarian |
| Nextel Communications | | (248) 213-3100 | |
| 300 Galleria Offic | entre, Suite 301 | | VENDOR NUMBER/MAIL CODE |
| Southfield, MI 48 | 034 | | |
| , | | | BUYER (517)241-1647 |
| | | | Irene Pena |
| NIGP #725-51 | Contract Administrator: Irene Pena | a | CS-138 #NotReq |
| Nex | xtel Communication Units/Trai | ning/Service for all | State Agencies |
| CONTRACT PERIOD: | From: February 16, 1 | 999 | To: February 16, 2000 |
| TERMS | - | SHIPMENT | <u>-</u> |
| Ne | t 45 | | As Required |
| F.O.B. | | SHIPPED FROM | |
| De | livered/Install | | N/A |
| MINIMUM DELIVERY RE | QUIREMENTS | | |
| N /A | 4 | | |

CHANGE(S):

Effective immediately, the contract administrator and Buyer assigned to this contract is:

Irene Pena (517) 241-1647

NEXTEL PRODUCT AND PRICING SUMMARY FOR THE STATE OF MICHIGAN

APPENDIX A CONTRACTOR'S PROPOSAL (EXCERPTS)

SECTION 2.3 NEXTEL'S SERVICE

2.3.1 Introduction

The Nextel personal wireless network features integrated telecommunications services. Subscribers can secure all of their communication needs through one easily accessible source, using one telephone number, contacting one customer service center, and paying one bill. The main services are: Nextel Direct Connectsm, cellular, text and numeric paging, and data services (future). Each of these services will be described briefly in this section.

2.3.2 Nextel Direct Connects_M

For businesses with workgroups, the Nextel private network offers many advantages.over traditional analog dispatch service. Improved sound clarity and system access are achieved through all-digital, congestion-free transmission on the 800 MHz spectrum. Vehicles have an increased communications range because Nextel's significantly larger footprint allows for expanded coverage and will receive improved signal reception because of the system's multi-site design. The old analog SMR systems or analog private systems typically had one repeater site and the user had to manually switch between different systems. In the Nextel system the various cell sites are networked together, so that switching from one site to another is done automatically without any action by the user. The digitally coded speech also provides a measure of privacy, which is important for many business transactions.

Nextel's Enhanced Specialized Mobile Radio (ESMR) dispatch service offers higher capacity than SMR. As a result, the subscribers experience less blockage and access a talk channel faster.

Most dispatch two-way radio users are organized into various fleets and talkgroups. A fleet is usually a group of radio users belonging to the same company, such as the employees of an entire company. A talkgroup is a subset of the fleet, whose normal communications do not require interface with other subsets of the fleet. For example, in a typical company the warehouse personnel could be on one talkgroup and the delivery trucks could be on another. Talkgroups are made up of individual radio users, who are joined together in workgroups. Typically, the majority of an employee's communication requirements are within his/her own talkgroup. These talkgroups are preprogrammed in the system, and the user has the ability to talk to the entire fleet or to his talkgroups. Private calls can be made to individuals in the fleet by merely calling their individual ID numbers. All such calls are half duplex calls, which require the user to "push to talk and release to listen".

Even for the business user who has not used two-way radio dispatch in the past, Nextel Direct Connect_{SM} can be an effective tool. It allows the user to be in instant contact with other members of his business team without having to dial their phone number. It also allows him to talk with all the members of his team. For example, this is a great tool for members of a sales team in a company or an engineering team or a technical support team. It allows them to effectively coordinate their efforts at a lower rate than for a cellular call.

2.3.3 Cellular Service

Nextel wireless telephone service, available with both mobile and portable units, is competitive with today's analog and digital cellular. Each unit has an assigned public telephone directory number and can initiate calls to or answer from the Public Switched Telephone Network (PSTN). One main difference with the Nextel system is the ability to deliver unmatched functionality with relative simplicity. User-friendly features include speed dialing and call forwarding, which are very easy to use. This service is sometimes also called "Interconnect".

Nextel provides coverage in 79 of the top 100 metropolitan areas across the country. The obstacles of operating away from home and crossbilling will not be an issue, since the customer will be dealing with one national company. Nextel does not charge roaming charges in the U.S. or Canada.

2.3.4 Text and Numeric Paging

Subscribers using Nextel's integrated paging and text messaging services add a new dimension to their personal communications. State-of-the-art data transmission delivers multiple alpha and numeric messages directly to the Nextel unit's easy-to-read screen. Subscribers have unmatched flexibility in choosing the mode of communication which fits their immediate need. Plus, unlike one-way pagers, which fail to receive critical messages when the pager is turned off or is out of range, the Nextel personal network stores messages up to 140 characters in length and then delivers them when the unit is re-activated. The system will store messages for seven days, before deleting them. With the Nextel system, a message originated in the Los Angeles system can be delivered to a subscriber unit travelling in New York.

With the Nextel service, paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

There are a variety of ways that messages can be sent to the subscriber unit. By using Nextel's proprietary NexNote® software with a modem-equipped DOS, MacIntosh or Windows-based personal computer, subscribers may send text messages to any Nextel handset. Messages can also be sent by utilizing NEXGRAM®, an operator-assisted messaging service. Finally, Nextel can provide customers with an inexpensive messaging terminal, AlphaMate™ by Motorola, that offers a convenient way to send group or preprogrammed messages.

Nextel's voice mail system can be used for many different applications. With cellular service, voice mail is an answering service that ensures no important calls are missed and allows the user to decide which calls to return and how soon. The voice mail is integrated with the message service so the customer is alerted to the new voice mail message and is told the number of messages in the mailbox.

2.3.6 Data Transmission

Nextel is in the process of developing its packet data service and will be introducing it in early 1999. With this service customers will be able to send and receive data that will allow them to operate more efficiently in the mobile environment.

The Nextel Packet Data System will be a significant cement over existing technologies and is designed to be fundamentally a wireless Internet network. Its key mission will be to support TCP/IP based communication between mobile and land-based computers. Since it is based on IP (Internet Protocol), the most widely deployed networking standard, Nextel Packet Data will be able to support a wide variety of applications ranging from Automatic Vehicle Location and messaging to database inquiry and electronic mail. Users will not be restricted to any proprietary applications or protocols and will take advantage of any IP based solution.

2.3.7 Summary

This is a general overview of the services that Nextel offers. The following sections will give a more detailed description of the equipment.

SECTION 2.4 NEXTEL EQUIPMENT

2.4.1 Introduction

This section will first discuss the common features in the various types of subscriber units and then detail the specifics. Nextel's product line now includes:

- © Portables
 - -i1000
 - -i600
 - -i390
 - -i370
 - -r370
- © Mobiles
 - -m370
- © Control Stations
 - -b370

2.4.2 Common Features

A subscriber unit includes the radio equipment and interface that a subscriber needs to access the integrated services provided by the Nextel system: digital cellular, Direct Connect_{SM} (Group Call and Private Call), Text and Numeric Paging and Voice Mail. All subscriber units operate on 6:1 TDMA technology for Direct Connect_{SM} and 3:1 for cellular calls.

Each unit has a full numeric keypad for unlimited cellular and Direct Connects^M operation. The highly tactile keypad can be set at audible or silent and each unit has a well-illuminated, easy-to-read LCD display of four lines, which is backlit for nighttime operation.

Some other common features are:

General Features

Crystal clear digital audio
Continuous signal indicator
Built-in fraud and cloning protection
Easy to use menu system battery strength indicator
One year manufacturer's warranty

Cellular Features

100 member phone list
Call waiting
Call hold
Automatic redial
Call forwarding
Last number redial
Speed dial and alpha recall
Voice Mail indicator
Multiple call timers
Scratchpad memory
DTMF (Touch Tone) overdialing

Messaging Features

New mail indicator
Storage for up to 16 messages
Messages up to 140 characters in length
One touch call back of numeric pages
Time/date stamp
Icon and audio notification of new pages

Direct Connectsm Features

One touch calling
Up to 30 programmable talkgroups with alpha name tags
100 member Private Call directory with alpha-name tags
Call back alerting
Incoming Private Call ID

Each subscriber unit is identified by a unique number called the International Mobile Equipment Identifier (IMEI), which is permanently stored in the subscriber unit. Just as the IMEI identifies the mobile equipment, other numbers are used to identify the unit. Different subscriber unit identities are used in different phases of call setup. The subscriber unit's telephone number is the number a calling party dials to reach the subscriber unit. It is used by the land network to route calls toward an appropriate switch. The unit's IMEI is the primary identity of the subscriber unit within the mobile network and is permanently assigned to it.

All the parameters necessary for defining a subscriber's personality are programmed into the unit at the time of installation. These features are enabled or disabled when the unit is in contact with the network switch.

2.4.3 Portable Units

i1000

The i1000 is Nextel's top of the line offering for the mobile professional. This unit is smaller, lighter and more elegant than the other Nextel handsets, perfectly suited for all business users. When Nextel says: "You've never used a phone like this before," it accurately describes the extensive set of features that the i1000 offers to its users.

The i1000 is small and light enough to be carried in a suit jacket pocket and yet talktime has not been sacrificed. Its unique, see-through flip allow the phone to operate either opened or closed. The most distinctive feature is its speakerphone, which allows users complete handsfree operation for phone calls.

The i1000 offers all of the common features listed above plus the following unique features.

i1000 Features

Speakerphone
Consolidate Directory Programming
Name & Number Display
User Selectable Phone Only Mode
Selectable Ring Styles
Vibration Alert
Additional Line Service
Selectable Languages
Display Own Phone #
Display Own Private ID
Any Phone Key Answer
Emergency Dialing
3-Way Calling
Learned Bandmap Roaming

The i1000 package includes the phone, a standard lithium ion battery and travel charger. The following additional accessories are offered:

Slim Lithium Battery
Desktop Dual Pocket Charger
Cigarette Lighter Adapter
Soft Install Car Kit
Audio Adapter with various Earpieces and Headsets
High Capacity Batteries
Leather Carry Cases
Belt Clips
Hands Free Car Adapter
Hard Install Car Kit (future)

Technical Specifications

Signalling Format TDMA Digital: M-16 QAM

Frequency Range Transmit: 806-821 MHz

Receive: 851-866 MHz

Channel Spacing 25 KHz

Frequency Stability 2.5 ppm (not locked to base)

RF Output Power 0.6 watt average per single TDMA slot

Voice Dispatch Audio Output Power 500 mW

Talk time (standard battery) 3.0 hours

Standby 60 hours

Antenna Retractable

Dimensions (HxWxD) 5.5" x 2.25" x 1.0" (with standard battery)

4.7" x 2.4" x 1.2" (with slim battery)

Weight 5.78 oz. (with standard lithium battery)

5.4 oz. (with slim lithium battery)

Environmental Performance Military Standard 810 C/D/E (r370)

i600

The i600 portable has been a steady performer in the Nextel family of subscriber units. It has all of the common features described above with some additional features.

i600 Features

Selectable Ring Styles

Vibration Alert

Additional Line Service

Selectable Languages

Display Own Phone #

Display Own Private ID

Any Phone Key Answer

Emergency Dialing

3-Way Calling Learned Bandmap Roaming

The highlights of the i600 (which are also available with the i1000) are:

Vibration Alert Alternate Phone Line Selectable Ring Styles 3-Way Calling Emergency Dialing

Technical Specifications

Signaling Format TDMA Digital: M-16 QAM

Frequency Range Transmit: 806-821 MHz

Receive: 851-866 MHz

Channel Spacing 25 KHz

Frequency Stability 2.5 ppm (not locked to base)

RF Output Power 0.6 watt average per single TDMA slot

Voice Dispatch Audio Output Power 500 mW

Talk time 270 minutes (standard battery)

360 minutes (extended life battery)

5% transmit/5% receive/ 90% standby

Duty Cycle 24 hours (standard battery)

33 hours (extended life battery)

Antenna Retractable

Dimensions (HxWxD) 5.3" x 2.3" x .7"

Weight 7.9 oz. (with ultra-slim NiCd battery)

i390

The i390 has all of the features of the i600 described above with exception of the vibration alert, the additional line service and 3-way calling.

i370 and r370

The i370 and r370 are the basic offerings in the Nextel portfolio, which have all of the common features described above. The i370 and r370 are essentially the same, except that the r370 is a ruggedized version, built to withstand harsh use. The r370 meets MIL STD 810 C/D/E specifications.

The Hi/Lo audio is controlled by means of a button and the hi-audio speaker is separate near the microphone.

These units include the antenna, standard battery, and charger. Rapid charge batteries and chargers are available for shorter charging time. The following portable accessories are offered:

Slim Pak Batteries
High Capacity Batteries
Leather and Nylon Carrying Cases
Belt Clips
Carry Holders
Vehicular Battery Chargers and Eliminators
Car Kit
Remote Speaker Microphone
Choice of Antennas

Technical Specifications

Signaling Format TDMA Digital: M-16 QAM

Frequency Range Transmit: 806-821 MHz

Receive: 851-866 MHz

Channel Spacing 25 KHz

Frequency Stability 2.5 ppm (not locked to base)

RF Output Power 0.6 watt average per single TDMA slot

Voice Dispatch Audio Output Power 500 mW

Talk time (standard battery) 145 minutes

5% transmit/5% receive/90% standby

Duty Cycle 9.5 hours

Antenna Screw on

Dimensions (H x W x D) 5.5" x 2.25" x 1.0" (i370)

5.9" x 2.4" x 1.9" (r370 with extended life

battery)

Weight 8.7 oz. (r370 with ultra-slim battery)

14.3 oz. (r370 with extended life battery)

Environmental Performance Military Standard 810 C/D/E (r370)

2.4.4 Mobile Units

m370

This mobile unit is a 3.0 watt dash mount or remote mount transceiver with almost identical features. It offers the integrated set of services and includes a handset, external speaker, and visor microphone.

This fully integrated digital mobile phone is designed for those who want integrated Direct Connect_{SM} and cellular communications without compromising safety, convenience or ease-of-use. Hands-free operation and speed dialing let you use the handset with minimum distraction. The user can receive text and numeric pages and voice mail alerts. They offer memory scrolling and alpha search for one hundred saved numbers. The handset with its full keypad and three-line display combines sleek styling with easy-to-use functionality. The handset and hang-up cup are lighted for easy use at night. This radio is designed for remote installation with only the handset visible.

The mobile is capable of choosing any of 255 different talkgroups and can have 30 talkgroups aliased or named at any one time.

The mobile can be installed with an automatic or manual lock and a theft alarm. It can also include a horn alert to notify the user of a call when he is away from the vehicle.

The mobiles can be purchased with external speakers for enhanced sound quality in high noise environments. Visor microphones are available to provide hands-free operation for greater safety and convenience. Nextel offers different antennas to meet a wide variety of personal preference or system-related needs.

Technical Specifications

FCC Designation AZ492FTS775 (m370)

Signalling Format TDMA Digital; Quad 16 QAM

Frequency Range Transmits: 806-821 MHz

Receives 851-866 MHz

Channel Spacing 25 KHz

Frequency Stability 2.0 ppm (m370)

RF Output Power .025 to 3.5 Watts pulse average power

(variable)

Audio Output Power 0.5 Watt (Handset Speaker)

3.0 Watt (External Speaker)

Operating Voltage 13.8 VDC Nominal ±20%

Emission Designator 20KOW7W

Data Port Interface RS232 with optional cable

Environmental Performance Military standard 810 C/D/E

2.4.4 Control Station Unit

b370

The base station has the same specifications as the mobile, but a power supply, external speaker and a choice of microphone are intruded for desktop operation. These digital control stations offer full Direct Connect_{SM} and cellular functionality. They include a handset with full keypad and three line display, designed for easy "at the ear" or "on the desktop" operation with a desktop cradle, including integrated speaker, microphone, and Push-To-Talk switch. The transceiver and power supply can be installed remotely.

SECTION 2.5 NEXTEL COVERAGE

2.5.1. Domestic Coverage

Nextel considers its service to have all of the features of PCS and digital cellular, plus the added feature of Nextel Direct Connect_{SM}, which allows individuals in a talkgroup to communicate with one another by the push of a single button. Attached is a Nextel nationwide service map and maps of the individual markets, showing the extent of our coverage areas. Currently, Nextel serves 400 cities across the United States and offers service in 79 of the top 100 markets in the country. By the end of 1998 Nextel plans to provide service to 85% of where the U.S. population works and lives.

2.5.2. International Coverage

Nextel has an interest in several current or planned international iDEN systems in North America, South America, and Asia. The following are specific markets that are in service or under construction:

| • | Canada |
|---|-------------|
| • | Mexico |
| • | Brazil |
| • | Argentina |
| • | Peru |
| • | Japan |
| • | Philippines |
| • | Indonesia |
| • | Shanghai |

Clearnet, the Canadian iDEN provider, offers coverage from Windsor, Ontario to Quebec City and plans to launch service in western Canada in 1998. Nextel's U.S. units can now roam on the Cleamet system at their U.S. rates with no roaming charges. A long distance rate of \$0.30 USD/min. has been established for long distance calls between Canada and the United States.

By June of 1999 Nextel will offer a dual-mode phone, which will be able to operate on the Nextel network, where Nextel has coverage (U.S., Canada and Latin America) and on GSM networks throughout the world (over 60 countries). Currently, the Nextel Worldwidesm program offers Nextel users the use of a GSM phone, which is programmed to their Nextel number. Users pay one flat daily rate for equipment rental, plus a flat, per-minute rate for each call they make or receive.

Michigan Market Coverage

Nextel's digital wireless network extends far and wide so you can get in touch with the people you need to. What's more, you can count services for teams of mobile workers, does not charge its customers get in local military people you research, what's more, you can't on our coverage area and capacity to keep growing. Because we employ state-of-the-art digital technology, you get instant communications without annoying a nalog static. So instead of wasting time on busy signals or hard-to-hear calls, you can spend it doing business, features and home airtime rates follow them when they travel

Nextel, the nation's leading provider of digital wireless communications roaming fees or require that they dial complicated codes when outside

thier home service areas. Nextel's National Network allows customers to have their cellular calls, calling



YOU'VE NEVER USED A PHONE LIKE THIS BEFORE SM

The coverage area shown on this map is approximate. Actual coverage may vary due to subscriber equipment used, tensin, and atmospheric conditions. Use this map as a reasonable representation of coverage. Map represents coverage availability projected through 9/93. Produced by Spatial Insights, Inc. 9/93.

SECTION 2.6 NEXTEL SUPPORT TEAM

2.6.1 Support Team

Nextel has assigned *Mark Samarian as State of Michigan's* Corporate Account Manager to the corporate headquarters. *Mark Samarian* is a member of the Nextel Corporate Accounts Team and will be the main point of contact for *State of Michigan*.

In each market where *State of Michigan* has facility, Nextel will have a support team to assist *State of Michigan* personnel. There will be the Major Account Executives in the local markets who will work in conjunction with the Corporate Account Manager. Also part of the team are the Customer Service Representatives who assist in training and many support issues.

There is also a Corporate Accounts Customer Care Center that will support your account on a centralized basis. The center, which can be reached by an 800 number, acts for all of our local offices to provide *State of Michigan* with one source for all service and billing. The Customer Care Center for the local markets will also be ready to support *State of Michigan* users on a secondary basis. *State of Michigan* users will be able to access their local Center by dialing "611" on their Nextel phone.

2.6.2 Ordering Process

State of Michigan has the option of handling its purchasing on a centralized or decentralized basis. If centralized, the orders can be placed with the Corporate Accounts Manager, who will coordinate the order with the Corporate Account Customer Care Center. If decentralized, the orders can be placed with the local Major Account Executive under the direction of the Corporate Accounts Manager, who will coordinate with the Corporate Accounts Customer Care Center.

2.6.3 Warranty

The subscriber units are covered by a one-year warranty for parts and labor by the manufacturer, Motorola.

The Corporate Accounts Customer Care Center, which will handle unit activations and problem resolution for *State of Michigan* on a nation-wide basis, is operational:

- five days a week, Monday through Friday, from 6 AM to Midnight, EasternTime
- Saturday, from 8 AM to 6 PM, Eastern Time
- Sunday and all other times on call

The Local Market Customer Care Center, which will handle local market issues for the end users, is operational:

- five days a week, Monday through Friday, from 6 AM to 8 PM local market time.
- Saturday and Sunday, from 8 AM to 5 PM local market.time all other times on call

This Center can be reached by dialling #611 on the Nextel phone.

2.6.5 System Infrastructure Maintenance

The Nextel system is maintained and operated by an extensive network of communications equipment and experienced personnel.

The Operation Maintenance Center

The Operation Maintenance Center (OMC) is a central network element built into every Nextel system that controls and monitors other elements to ensure the quality of service provided by the Nextel network. It provides alarm-handling functions to report and log alarms generated by components of the network. It controls each element of the system through an X.25 packet network.

Local Nextel Operations and Engineering Team

Operations

The local Nextel Operations team at the local switch is responsible for monitoring the system 7 days a week, 24 hours a day, providing first line support in fault resolution and emergency repair both at the MSC (Mobile Switching Center) and the individual cell sites. To mitigate problems from occurring, the team performs preventative maintenance and repair on a regular schedule on all system elements.

When software upgrades are required or the system must be expanded, the team is responsible for their implementation.

Engineering

The local engineering team is responsible for tracking the performance of the system, monitoring its overall health and looking for significant trends in performance. This team is constantly looking to the future to forecast long range system use and design for system expansion.

Network Operations Center

This Network Operations Center (NOC), located in McLean, Virginia, monitors the entire national system and works closely with the local markets, providing second level engineering and operational support. With their national perspective they see the "big picture" and determine how activity in one section of the system might affect another. Any changes that take place in a local market must first be authorized by the NOC. The Center provides trending statistics and informs Nextel Customer Care of any network events that might impact customers. They manage the overall expansion of the system and establish national standards for system hardware and software.

2.6.6 Nextel's Quality Program

Nextel has set a set of stringent standards for the operation and maintenance of the system. In addition, it works with Motorola, the major manufacturer of the system's infrastructure and the subscriber units, to maintain these same high quality standards. Nextel pledges to work with *State of Michigan* to attain its quality objectives outlined in the RFP. We continue to make strides in improving our performance in all aspects of the business.

One of the reasons that Nextel chose Motorola as its manufacturer is because of its track record on quality assurance. Motorola has been one of the nation's leaders in this area with its Six Sigma initiative. They claim that in the past nine years, they have reduced their in-process defect levels 250-fold. At the same time, productivity, measured in sales per employee, has increased 13.2% per year. These quality initiatives produce quality products in a timely manner at an affordable price. In 1988 they won the Malcolm Baldrige National Quality Award, emblematic of superior performance in regard to quality. They are also audited every two years and certified with the ISO-9000, an international quality standard.

Nextel has its own stringent quality standards that are used in the installation and maintenance of the system's infrastructure:

- Scheduled automated testing of call processing subsystem
- Performance of quarterly routine maintenance on all outside plant equipment (i.e. EBTS, HVAC, Towers, telco circuits and etc.)
- All maintenance personnel are vendor certified
- The Network Management facility is staffed seven days by 24 hours
- Customer satisfaction is monitored on a regular basis

- Monitor and track customer problems by category
- Benchmark system performance
- Monitor scheduled and unscheduled system downtime
- Monitor system traffic performance (i.e. blocking, drops, handover, call volume)
- Drive test entire system, collect empirical data, and make system adjustments on a regular basis
- Conduct regular service improvement meetings with telco and other vendors
- On-site Motorola support at the switch location
- Drive test the entire system after all system expansion and software upgrades.

SECTION 2.7 NEXTEL SERVICE IMPLEMENTATION

2.7.1 Project Management Plan

Nextel understands the magnitude of the tasks and resources necessary for the successful implementation of your system. Nextel representatives will work with *State of Michigan* to provide an organized and systematic transition from the current service to the new digital system. This task will require a high degree of coordination between Nextel and *State of Michigan*.

The overall responsibility for the successful implementation of the project on a corporate level lies with the Corporate Accounts Manager. On a local level the Major Account Executive is responsible. To assist this person Nextel will dedicate a Customer Service Representative (CSR) in each market for the duration of the project.

The Major Account Executive will be responsible for the contractual schedule requirements and the technical objectives of the contract. Additionally, the Major Account Executive and the Customer Service Representative will be directly responsible for processing equipment orders and deliveries, coordinating subcontracts, distributing documentation, providing training, and coordinating various team members to ensure a completely operational system. During the implementation phase they will provide the liaison with other departments within Nextel, such as Marketing, Engineering, Operations, and Customer Care.

Nextel strongly suggests that the implementation be done on a phased approach, location by location, department by department. The supervisors will have to be part of the planning process to determine how each unit will be programmed - what the composition of the talkgroups will be and what the various aliases will be. Then, the supervisors will be trained and will subsequently train their employees.

Training

Nextel will provide a complete training package for *State of Michigan* including basic user training. Each training class will consist of a lecture, overhead slide presentations, and demonstrations on actual equipment. Nextel will provide user manuals and training information applicable to the equipment. Nextel will offer training for all subscriber unit users. Because of scheduling conflicts not all students may be able to attend the regularly scheduled classes. Nextel will offer training and materials for those supervisors who wish to train their own people.

2.7.2 Project Tasks

Following is a list of tasks to be typically accomplished during the project implementation:

| | 1. | Project Kick-off Meeting | |
|-----|------|--|--|
| | 2. | Final scheduling for the project | |
| | 3. | Ordering equipment | |
| 4. | Dire | ect Connect talkgroup planning | |
| 5. | Nev | New equipment receipt and inventory | |
| 6. | Mar | Manager and supervisor training | |
| 7. | Emj | ployee training | |
| 8. | Prog | gramming the phones | |
| 9. | Rev | iew of Nextel billing with Payables Department | |
| 10. | Inst | allation of mobile phones | |
| 11. | Dist | ribution of portable phones | |
| | 12. | Cutover to Nextel service | |
| | 13. | Project completion | |
| | 14. | Project review | |

SECTION 2.8 NEXTEL REPORTING & BILLING

2.8.1 Flexible Billing and Reporting

Nextel is committed to offering its customers the billing and reporting flexibility they need to meet their business needs. *State of Michigan* may elect to receive a single, comprehensive invoice mailed to a single location. Or, choose multiple invoices with sub-account detail and airtime pooling for Nextel Direct Connectsm service delivered to multiple locations.

There are three (3) billing options available. They consist of:

- (1) A master/subaccount structure. The master account receives the bill and the detail for all the subaccounts. The master is responsible for payment.
- (2) A master/sub account structure. The master account receives a summary only bill. The subaccounts receive a detailed bill. The master account is responsible for the payment of the bill.
- (3) An individual account structure. The individual receives a detailed bill and is responsible for payment of that bill.

2.8.2 Future Development

Nextel is developing a CD bill image program that will allow customers to receive copies of their invoices on CD ROM. CD bill image will enable them to view, print, fax and even attach copies of invoices to electronic mail systems. This will enable customers to review invoices quickly and efficiently, and dramatically reduce wasted paper and the need for extra storage space. Navigating an invoice will be as simple as clicking on a web page. Or, the customer can quickly search for information in any given invoice.

In sum, Nextel offers the features and flexibility a customer needs to satisfy his billing and reporting requirements, on time and with total accuracy.

SECTION 2.9 NEXTEL'S FRAUD CONTROL

2.9.1 System Security

System security is a big advantage of the Nextel system over more traditional wireless offerings. While other wireless providers struggle for standards for fraud control technology or rely on unproven technology, Nextel relies on iDEN technology to offer security throughout its service territories.

Cellular system security is of paramount importance to all whom use cellular telephone networks both now and in the future. In today's cellular world, the concern is the proliferation of cellular cloning, fraud, and the unauthorized monitoring of cellular phone calls.

It is important to understand how these events occur and how the different technologies address these concerns.

First, the difference in the network technology: Cellular technology is, in its most basic form, divided into 2 major categories: analog cellular networks and digital cellular networks.

Analog cellular, being the most prevalent of cellular transmission technology in use, presents many challenges to security. Analog, by its nature, is very susceptible to all of the above mentioned concerns. As an analog cellular call is initiated, it is easy for anyone with a conventional radio scanner to monitor the ongoing conversation.

Analog cellular phone cloning can be accomplished by means of scanning and decoding the initial system access codes from a cellular phone and programming another phone with the access coding. The cloned phone is then used without the user knowing that he is being billed for not only his own phone calls, but also for the calls made by the illegally cloned phone.

Digital technology, on the other hand, is more impervious to unauthorized monitoring or fraud. Because digital transmission is essentially an encrypted stream of ones and zeros that are transmitted over an RF channel, it is more difficult to decode the information regardless of whether it is scanned or not. Digital encryption arranges the information to be transmitted into a format that will be recognized only by another device with the same encryption format, thus making it extremely difficult to decode.

When the Nextel phone is first powered up, the International Mobile Subscriber ID (IMSI) is sent to the switch. With the normal analog cellular system, this could be scanned and used to clone the phone. The Nextel system takes in the IMSI and then assigns a Temporary International Subscriber ID (TMSI) to the communicator and authentication begins. This TMSI will change, based on switch control, several times during the use of the communicator. Therefore, making it even harder to scan and clone.

Nextel then takes the digital technology advantage even further. With the use of the GSM Specification model, IDEN technology has incorporated many of the features of GSM into its cellular transmission technology. The GSM specification addresses security from many different angles. Unauthorized access is abolished by means of authentication. This function checks the subscriber unit and the system switch. When the subscriber unit initiates a call, it sends a service request to the Home Location Register. The Home Location Register searches the data base for the subscribers system information and generates an Authentication request. This authentication request contains a random binary number, which is 16 bytes in length.

The subscriber unit receives the random number generated by the Home Location Register and with its own authentication key (a binary number that is 8 bytes long), solves for a predetermined value (in essence it solves an equation). At the same instant, similar solve for X sequence is being accomplished within the switch. The subscriber unit sends back its authentication response (the answer to the equation), and a comparison of the solution at the switch and the authentication response is performed within the switch. When this is accomplished, the subscriber is allowed to use the system.

The authentication request is generated by means of a proprietary algorithm, which is housed inside the switch. The algorithm is the heart of the authentication system. The authentication key, which is housed in both the switch and the subscriber unit, can be changed for further security, but it is never transmitted over the air. Only the random number and the authentication takes place.

The entire authentication sequence is completely transparent to the subscriber, thus eliminating the need for the user to perform additional steps in activating his or her phone call. Upon completion of the authentication sequence the communicator is logged onto the network and available for use.

The M16 Quadrature Amplitude Modulation, which is used in the IDEN product, is a proprietary modulation that cannot be monitored by any device available in the marketplace today. Additionally, the proprietary nature of the RF and the IDEN call processing algorithms makes it very unlikely that anyone would be able develop such a monitoring device in the future.

2.9.2. Authentication and ID Management Plan

Each subscriber unit is assigned an identity, called an International Mobile Subscriber Identity (IMSI), which is understood by both the dispatch and interconnect call processing programs. Associated with the IMSI are the services a provider/maintainer has provisioned for a user, along with related billing information. As a result, it is important for the system to validate the user's IMSI each time an interconnect call processing procedure is performed.

When a unit is powered on, as well as when it changes location areas, it can be authenticated by the system. It is also authenticated whenever a phone call or paging transaction on the cellular side of the system is attempted and when it performs a supplementary service action such as registering a call forwarding number.

Authentication is basically a process where the Fixed Network Equipment (FNE) sends a random number to the subscriber unit and the subscriber unit processes this number with an authentication

algorithm and an authentication key to generate a response to the FNE. Only the FNE and subscriber unit know the authentication key and therefore only the FNE and the subscriber unit know the response. If the response is valid, the call continues. If the response is invalid, the call is not allowed to proceed. The authentication key is generated and displayed by the subscriber unit. The subscriber/user then communicates the authentication key to the service provider by secure means (e.g. phone call by wire-line, mail, in person, etc.) at subscription time and the key is never sent over the air.

For interconnect call processing, a temporary ID called the Temporary Mobile Station Identifier (TMSI) is used to identify the subscriber unit to the system. This minimizes broadcasting the IMSI over the air. However, the IMSI may be broadcast when the subscriber unit initially roams into a system and registers. The system assigns a TMSI for the subscriber immediately, and that will be used to identify the subscriber until he roams out of the system.

For Direct Connect_{SM} call processing, a similar set of the temporary IDs are used to define a subscriber unit's individual, group, and announcement group IDs. These IDs function in a role similar to the TMSI'S.

SECTION 2.10 NEXTEL DISASTER RECOVERY PLAN

2.10.1 Nextel's Disaster Recovery Plan

In designing a disaster recovery plan for telecommunications, it is extremely important to determine the strengths that the system will need during adverse conditions. For telecommunications this can be measured by the amount of redundancy that is built into all components of the system. This section will outline the redundancy of the Nextel system.

2.10.2 At the Cell Site

In the design of the Nextel system there is a certain amount of overlapping in the coverage areas, which will allow one site to increase its coverage area in case a neighboring cell is inoperative. Also there is redundancy built into the individual base stations. Particular boards, which might be subject to failure, can be replaced very easily by service personnel. At some sites there are multiple base stations and in case of failure, one station can back up another. Some sites have as many as five stations. These sites are equipped with battery back-up, which allows them to operate on emergency power for a period of at least three hours. Some more developed sites are supplied with generators, which can be activated remotely or which operate on a hot switch-over basis. Nextel also has on hand several portable generators, which can be deployed to a cell site as needed. These generators can provide service for an extended period of time during a power outage. Nextel also has several "Cell On Wheels," complete, self-contained cell sites, which can be transported to a location and put into operation with a minimum of effort. The operation of the individual cell sites is continually monitored at our main switch by the Operations Maintenance Center to make sure that this element of the system is operating properly. If there is a malfunction, the technician monitoring the system will be alerted and can take the appropriate corrective action.

2.10.3 The Interconnect Network

The Nextel interconnect network consists of multiple T1 circuits on various combinations of copper, fiber and microwave radio systems. In general, a large portion of the network is leased from either the local telephone company, Competitive Access Providers (CAPS) or an Interexchange Carrier (for cross-LATA systems). In many cases, a T1 circuit will utilize more than one carrier's network as it transits the market area.

Typically, the majority of the network is leased from regional Bell companies. Most of our hub locations are placed on SONET bi-directional fiber rings. This significantly reduces the chance of network failure due to cable dig ups, equipment failures or other potential causes of service interruptions. Of course, all the Bell central offices are equipped with generators and large battery backup plants. The "local loop" section of the T1 service will be placed on local SONET rings and loop plant SONET rings, where available. Since the Bell companies have built the TI circuits directly into our sites, they are responsible for the circuit to the inside of our equipment area and this gives increased survivability and restoration capability to the network. Circuit access to the Nextel switch location is through diverse SONET fiber systems with diverse cable entrance and routing to the Nextel's telephone company room.

For sites outside of the metro areas, most of the local T1 circuits are leased from the regional Bell companies. Some of the remote site locations are served by digital microwave radio. These radio systems have been professionally engineered and are equipped with protected electronics (hotstandby) in all cases and, where appropriate, space diversity agtenna systems to increase the path reliability to above 99.999% per year. The larger service areas are equipped with digital crossconnect (DCS) hub equipment with remote access connection to the Maintenance and Alarm center. T1 service from these hub locations to the Nextel switch location is provided on at least two diverse routes. Should there be a service interruption on one of the carrier routes, with the remote DCS equipment and remote protection switching capability, some service can be rerouted to working routes. All DCS locations are equipped with long term battery backup systems. As with the metro area circuits above, access into the Nextel switch location from the remote hub locations is via at least two carriers with two separate routes all the way to our telephone company room.

2.10.4 At the Switch Location

The main switch for Nextel systems are typically located in areas near a power utility substation and the Bell company Central Office. These locations have 14 hours of battery backup and an endless supply of generators for as long as fuel is on hand (at least 20 hours). The main system components located here are the Base Site Controllers (BSC), the Dispatch Application Processor (DAP), and the Mobile Switching Center (MSC).

Typically, at this switch there are multiple BSC'S, which are fully redundant. The DAP is also fully redundant. The Mobile Switching Center is fully redundant and even if the MSC were to be completely inoperable, subscribers would still be able to make dispatch calls through the DAP. The Home Location Register (HLR), which determines which units are subscribers, is redundant in Los Angeles, complete with redundant subsystems.

Nextel has taken every precaution to ensure that the system will remain operative during man-made or natural disasters. Every component of the system is monitored continually for failure and is backed-up with redundant equipment. Nextel systems across the country have weathered many natural disasters and continued to provide communications. In many instances, the relief agencies have used Nextel service in their relief efforts. All of our systems in markets across the country have been built to the same design criteria and stringent standards.

Nextel Communications' Repair Process and Policy

The following is an outline of the general policies of Nextel Communications in relation to customer service issues.

All billing and feature issues can be handled by dialling 611 from the Nextel phone.

In the event that there is an equipment issue, the phone must be brought to one of our service locations or sent to the Novi location. A listing of the Michigan service locations is attached to this document.

While not all inclusive or binding, the following is a list of some of the issues that an end user might face with their equipment and is intended to give a basic understanding of our level of service. Times quoted are for the time of repair and do not consider the fact that other customer repairs may need to be handled before starting the new repair.

Broken or bent antenna - This repair is not covered under warranty and would incur a charge of \$25.00. The repair time would be less than 30 minutes.

Broken Display - This repair would not be covered under warranty and would result in a charge of \$60.00. The repair time would be less than 30 minutes.

Warranty swap - Any repair that is deemed to be covered by warranty would result in the unit being exchanged with a unit of similar condition. If the unit was purchased less than 30 days previous to the repair, the unit will be switched with a new unit. Typical time for a warranty exchange is 60 minutes.

Units that are deemed to be physically damaged, or have liquid contamination or damage will not be covered under warranty. In this event, the customer is offered a 20% discount off of retail for the purchase of a new phone. In consideration of this discount, the customer agrees to allow Nextel Communications to have possession of the damaged phone. This type of transaction typically takes between 40 - 60 minutes.

If a unit is shipped and damaged during the transit, Nextel will replace or fix said unit.

Novi

40000 Grand River, Suite 200 Novi, MI 48375 248-386-5800

Southfield

300 Galleria Officentre, Suite 101 Southfield, MI 48034 248-213-3100

Lansing

2807 Jolly Road, Suite 360 Okemos, MI 48864 517-324-4800

Grand Rapids

4695 44th Street S. E. Suite B-150 Grand Rapids, MI 49512 616-974-2400

Clinton Twp.

15945 Nineteen Mile Rd, Suite 206 Clinton Township, MI 48038 810-226-2300

Ann Arbor

950 Victors Way, Suite 70 Ann Arbor, MI 48108 734-214-7900

Customer Service Contacts:

Nextel Customer Care 800-639-6111

The representatives that will contacts for the State of Michigan:
Tanisha Jackson x8224
Jessica Rolon x8639

Regina Passucci – complex billing & research issues x8247

APPENDIX B

CONTRACTOR'S PRICING

Pricing Details

A few quick facts about Nextel

Nextel National Network Voice Mail and Digital Celluar - Guaranteed all-digital **Calling Features** cellular - Home rates and airtime plans - Digital cellular calling features follow you wherever you travel include Call Hold, Call Waiting and Call Forwarding the Nextel National Network - All calls made to Nextel voice - No roaming charges anywhere mail from a Nextel Phone are billed at in the U.S. - No landline connection charges; listed digital cellular rates local calls are local Calls transferred to numbers - Local calls are based on current other than Nextel voice mail via

Call Forwarding are billed at

\$0.10

per minute

Netel offers **One-Second Rounding**. Which means after the first minute calls are rounded to the second. We call it one second rounding, you call it big savings

- Nextel delivers digital cellular long distance for a flat rate of \$0.15 per minute. Unlike many other companies, we don't charge for landline connections or premiums for peak airtime.
- **Nextel Direct Connect**SM allows you to instantly per minute and long distance charges connect with one or all of your coworkers at a fraction of the cost of cellular with the push of one button.

Digital Cellular

rate plans

- All digital calls are rounded

| the nearest second after the | Text and Numeric Paging | | |
|--|--|--------|---|
| first minute | - Numeric paging and voice mail | - N | Nextel's National Network is simplicity |
| | alerts | V | with no |
| - Directory information calls | are free of | n | no access codes, PINs or extra digits to |
| are | charge | r | reach |
| additional | - Text pages up to 140 characters a | re p | people and no roaming |
| | | C | charges. |
| | billed as referenced in each plan | | |
| Nextel Direct Connect SM | - NexNote TM and NexNote Plus TM | - N | Nextel phones, manufactured by |
| | paging | N | Motorola offer |
| (if available on your Service plan) | software are available | a | advanced digital services such as: Voice |
| | | N | Mail, |
| - Digital two-way radio | - E-mail and Web Paging are availa | able T | Text and Numeric Paging, Call |
| function | | 1 | Waiting and |
| - Cost is a fraction of traditional | to send pages to Nextel customers | s (| Caller ID*. |
| cellular rates | | | |
| - Call duration is rounded to | Caller ID* | - 7 | The Nextel National Network offers |
| the | Canci ID | | he latest |
| nearest second | - Screen your calls and manage cos | I | n digital calling: high security, clarity |
| nearest second | - Serech your cans and manage cos | | and no |
| Group | for one low price per month | i | cross talk. |
| Call | for one low price per month | | 1055 tark. |
| - Call duration is timed | - Per-Call Blocking and Per-Line | | |
| and | - Ter-can blocking and Ter-Line | | |
| multiplied by the number of | Blocking are available for all | _ N | Nextel has no minimum-term |
| maniphed by the number of | 2100king are available for an | | contracts. |
| participants involved in the | | | |

*Caller ID not available in all areas.

call customers
- Call initiator is billed for the *Caller ID is not available in all areas

call

Long Distance

Additional Line*

- Long distance is billed at \$0.15
- Separate business from personal

per minute within the continental calls or dedicate a second line U.S. in addition to listed to your most important calls digital

- cellular airtime charges.
- Second line rings and gives you the
- Long distance charges apply to: option to take the call, even if you

*all outbound calls made to numbers outside a Nextel

are on line 1

local calling area

3-Way Calling*

*all calls received while

- Connect with two other parties

traveling

outside Home Calling Area

at the same time

*Not available on all Nextel phone models.

Please ask your Sales Representative for details.

MOTOROLA and iDEN are registered trademarks of Motorla, Inc.

SECTION 4.0 PRICING

4.1 Nextel Equipment Pricing

NATIONAL PHONE KITS

Pricing and Packages rev: September 1, 1998

EFFECTIVE: 1 September 1998 (Prices are subject to future change.)

Please note: 17% discount will be offered to the State of Michigan on all equipment and accessories. (Installation and labor not included)

Please visit our website: $\underline{www.nextel.com}$ for details on Nextel's equipment and accessories.

| Model | Package | Package | | | | |
|---------------------------------------|---|----------------------------|--|----------|---------------------|--|
| | *Battery | Charger | Other | | | |
| i1000 New Integrated Portable Phone | Standard Li 900 mah (ntn8614) | Travel charger (npn6197) | Plastic holster (ntn8657) | \$299.00 | \$100 of | |
| i390 Integrated Portable Phone | 2 Slim+Nimh 600 mah (ntn8609) or (tnc0651) | Rapid Charger (ntn8103) | | \$99.00 | | |
| i600 Integrated Portable Phone | Slim NiMH 800 Mah (ntn8521) | Rapid Charger (ntn8103) | | \$199.00 | | |
| 1370 Integrated Portable Phone | Hi-cap NiMH 1500 Mah (ntn8100) | Rapid Charger (ntn8103) | | \$179.00 | | |
| R370 Rugged Integrated Portable Phone | Hi-cap NiMH 1500 Mah (ntn8100) | Rapid Charger (ntn8103) | | \$279.00 | | |
| C280 Digital Cellular Portabel Phone | Standard NiCd 700 mah (ntn8099) | Rapid Charger (ntn8103) | | | \$49.00 supplies | |
| M100 Mobile Dispatch Only | | | Mic, built-in speaker, installation kit, wiring. Does NOT include installation and antenna. | \$649.00 | | |
| M370 Mobile Integrated Phone | | | Handset, visor mic, installation kit, wiring. Does NOT include installation, antenna, or external speaker | \$649.00 | | |
| B370 Base Station Integrated Phone | | | Handset, external speaker, installation kit, wiring. Does NOT include installation, power supply, and antenna | \$699.00 | | |

^{*} all portable packages include 1 battery unless specified

NEXTEL ACCESSORIES PRICE LIST

| | | SUGGESTED | |
|---------------------------------------|--|--------------|------------|
| PART NUMBER | DESCRIPTION | RETAIL PRICE | SALE PRICE |
| Cases (1600 TM, i390, 1370, r370 |), c280 and m370) | | |
| WNC0601 | Nextel i600 Leather Case | \$19.95 | \$14.95 |
| WNC0371 | Nextel 1370 Leather Case | \$19.95 | |
| WNC0281 | Nextel Leather Pouch for i600TM. i390, i370, c280 | \$19.95 | |
| NTN8366 (1590) | Motorola Carry Holster for i600™, i390, i370, r370, c280 | \$14.95 | |
| NTN8365 (1589) | Motorola Leather Pouch for i600™, i390, i370, c280 | \$24.95 | |
| NTN8119 | Motorola Nylon Pouch for i600 TM , i390, i370, c280 | \$19.95 | |
| NTN8648 (1592) | Motorola i600™, i390 Leather Case with Window | \$24.95 | |
| MR1002 | i600™,1390 Hard Leather Case w/Swivel | \$29.95 | |
| NTN8090 (1588) | Motorola i370 Leather Case | \$24.95 | |
| NTN8396 | Motorota r370 Nylon Case with Belt Loop | \$29.95 | |
| NTN8414 | Motorola r370 Nylon Case with Belt Clip | \$29.95 | |
| NTN8398 | Motorola r370 Hard Leather Case with Belt Loop | \$44.95 | |
| NTN8397 | Motorola r370 Hard Leather Case with Swivel | \$49.95 | |
| | | | |
| <u>Audio (i600™, i390, i370, r370</u> | 0, c280 and m370) | | |
| NTN8369 | Audio Connector* | \$24.95 | |
| NTN8367 | Earpiece with Microphone* | \$24.95 | |
| NTN8497 | Earpiece Headset with Boom Microphone* | \$29.95 | |
| NTN8496 | Lightweight Headset* | \$39.95 | |
| NMN6257 | r370 Remote Speaker/Microphone* | \$89.95 | |
| NAF5075 | r370 Antenna: 1/2 wave* | \$39.95 | |
| Vehicle (i600 ™, i390, i370, r37 | 70, c280 and m370) | | |
| NTN1583 | Hands-Free Car Adapter for i600™, i390, i370, r370, c280 |)* \$99.95 | \$89.95 |
| NTN1580 | Car Kit for i600, i390* | \$249.95 | |
| NTN1408 | Car Kit for i370, c280* | \$149.95 | |
| NTN1567 | Car Kit for r370* | \$139.95 | |
| NTN8512 | i600™ Car Kit Replacement Cradle* | \$199.95 | |
| HMN4058 | Remote mic/PTT for Car kits and m100* | \$39.95 | |
| FLNB834 | Remote PTT for Car Kits* | \$29.95 | |
| HSN1005 | External Speaker for Car Kits* | \$149.95 | |
| HSN4030 | External Speaker for m370* | \$39.95 | |
| Software (i600 TM, i390,i370, r3 | 370, c280 and m370) | | |
| NTN 1 577B | iDEN Organizer vl.02* | \$29.95 | |
| NEXNOTE-WN | NexNote™ 3.0 - Windows | \$9.95 | |
| | | | |
| NEXNOTE+-WN | NexNote Plus™ 3.0 - Windows | \$19.95 | |

| PART NUMBER | DESCRIPTION | RETAIL PRICE | SALE PRICE |
|--------------------------------------|---------------------------------------|---------------|------------|
| i1000 Batteries | | | |
| NTN1645 | Motorola Slim Lithium Ion Battery | \$59.95 | |
| NTN1644 | Motorola Standard Lithium Ion Battery | \$54.95 | |
| I1000 Chargers | Ţ | | |
| NPN6197 | Motorola Travel Charger | \$29.95 | |
| NTN1627 | Motorola Dual-Pocket Desktop Charger | \$59.95 | |
| NTN1628 | Motorola Cigarette Lighter Adapter | \$39.95 | |
| i1000 Cases | | | |
| FSL1100 | Nextel Leather Case with Belt Clip | \$19.95 | |
| FSL1200 | Nextel Leather Case with Swivel | \$19.95 | |
| NTN1638 | Leather Pouch by Motorola | \$19.95 | |
| NTN8657 | Carry Holster by Motorola | \$9.95 | |
| i1000 Audio | • | | |
| NTN8654 | Audio Adapter* | \$24.95 | |
| NTN8367 | Earpiece with Microphone* | \$24.95 | |
| NTN8497 | Earpiece Headset with Boom Mic | \$29.95 | |
| NTN8496 | Lightweight Headset* | \$39.95 | |
| i1000 Vehicle | | | |
| NTN8656 | Hands-free Car Adapter* | \$119.95 | |
| NTN1661 | Hands-free Car Adapter w/ Dash-Mount | Phone Holder | \$129.95 |
| NTN8840 | Dash-Mount Phone Holder | \$19.95 | |
| FLN9108 | Remote PTT Switch* | \$24.95 | |
| i1000 Software | | | |
| NTN1613 | iDEN Organizer* | \$59.95 | |
| Batteries (i600 TM , i390 |), i370, c280, and m370) | | |
| TNC0651 | Nextel Slim NiCd Battery | \$29.95 | \$24.95 |
| TNC0801 | Nextel Slim NiMH Battery | \$49.95 | \$39.95 |
| NTN8098 (1586) | Motorola Slim NiCd Battery | \$59.95 | \$39.95 |
| NTN8609 | Motorola Slim NiMH Battery | \$24.95 | |
| NTN8524 | Motorola Slim Lithium Ion Battery | \$119.95 | |
| NTN8100 (1587) | Motorola High-Capacity NiMH Battery | \$39.95 | |
| NTN8450 | Motorola High-Capacity Lithium Ion Ba | stery \$59.95 | \$49.95 |
| NTN8525 | Motorola High-Capacity Lithium Ion Ba | | |
| Chargers (i600 TM , i390 | 0, i370, r370, c280 and m370) | - | |
| ANC3126 | Nextel Cigarette Lighter Adapter | \$29.95 | \$24.95 |
| NTN8105 (1585A) | Motorola Cigarette Lighter Adapter | \$34.95 | \$29.95 |
| NTN8103 | Motorola Dual-Pocket Rapid Charger | \$99.95 | \$79.95 |

4.3 Nextel Service Pricing

Highlights of the Nextel Pricing Proposal

Because of the unique features that Nextel offers with its service, there are several highlights that must be considered to realize the full impact of this feature-rich service.

No Roaming Charges on Cellular

Nextel does not charge for roaming in the U.S. and Canada (on the Clearnet system). This will be a significant savings for those *State of Michigan* employees who travel out of their home area. When traveling, the *State of Michigan* user will merely have to turn the unit on, and the registration is done automatically. There is no need to put in a code, and there is no charge.

Flat Long Distance Rates

All long distance calls on the Nextel system are billed at \$0.15 per minute, and calls between the US and Canada are billed at \$0.30 per minute. The local calling area of the Nextel system is considerably larger than that of a typical wireline service.

One Second Rounding

After the first minute on a cellular call the user is charged only for exactly how many seconds he is on the phone. The calls are rounded to the next second. All Direct Connect_{SM} calls are rounded to the next second. This can be tremendous savings for *State of Michigan*.

The Direct Connects Advantage

In Nextel's experience with large corporations, Nextel has found that the Direct Connect_{SM} can provide a tremendous savings. Typically, in a corporation the majority of calls are made within the company to fellow co-workers. In informal surveys, Nextel has discovered that within large companies an average between 40% to 70% of the calls are internal. Since Direct Connect_{SM} charges are lower than digital cellular, a company can realize a tremendous savings by utilizing Direct Connect. This feature can be used in a wide coverage area. For example, a *State of Michigan* employee in Seattle can instantaneously talk to other members of his business workgroup in Spokane, Portland and Eugene by pressing one button.

Private Call

Nextel encourages its customers to use Private Call when using the Direct Connect(sm) service, because billing for a Group Call is based on how many members of the talkgroup are on the call. If there are ten talkgroup members, the billing for the call will be the per-minute rate times ten.

Integration of Paging

With the Nextel service paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

The pricing structure reflects this integration. An unlimited number of numeric pages are included and a number of text messages are also included depending on the rate plan used.

Flexibility in Pricing

The State of Michigan can change their service pricing plan at any time. Nextel does not require any commit time to utilize our services. This will enable you to take advantage of more attractive pricing as your needs change. Nextel offers several pricing plans based on function and usage.

CENTRALIZED OR DECENTRALIZED PRICING

Nextel's strength comes from being the only carrier that can offer a 100% guaranteed digital network, wholly owned by Nextel, eliminating the need to partner with any other carriers to provide the coverage *State of Michigan* needs. Because of this, Nextel is able to be quite flexible in its pricing structure and is pleased to be able to offer our corporate clients a choice of either centralized or decentralized pricing.

Nextel offers its clients a flat rate for service per unit per month. The flat rate includes an amount of "Direct Connect(sm)," or two-way radio time, an amount of cellular time, and included numeric and text pages. There are numerous choices of what the flat rate may be, depending on which Nextel area the user may be in.

Decentralized Pricing

Nextel has several independent profit and loss centers around the country, all with their own Nextel home market pricing. Promotions and rates will vary from one Nextel market area to another. Users may take advantage of these rates if they wish.

Centralized Pricing

For some clients, a centralized approach is preferable. The Account Advantage Rate Plan as well with the applicable discount schedule is attached for your reference.

NEXTEL SERVICE PRICING

A 5% discount on all non-Advantage and Advantage Plus service pricing will be offered to the State of Michigan. Also, shipping charges and activation fees will be waived.

Service Pricing is billed 30 days in advance, plus first pro-rated month.

| | For New Activations | | | | | | | |
|-----------------|--|---|---|--|---|--|--|--|
| | Portable Phone Promo | North Region i390/i600 Extra Battery Promotion | Waiver of \$3 Business Net Membership Fee | New Performance Plans | New Performance Plus Plans | Performance Enhanced Plans | | |
| Definition | Special price of \$99 on the i390. Special price of \$149 on the i600, \$50 discount off the \$199 SRP. Special price of \$199 on the i1000, \$100 discount off the \$299 SRP. | All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only \$29.95. That's a savings of \$10 off the already low sale price of \$39.95. | Membership Fee until further notice for units activated on a Business Network. | Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date. | Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network SM . The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.) | Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. | | |
| Effective Dates | April 1, 1999 - May 31, 1999 | February 16, 1999 - June 30, 1999 | April 1, 1999 - May 31, 1999 | April 1, 1999 - May 31, 1999 | April 1, 1999 - May 31, 1999 | April 1, 1999 - May 31, 1999 | | |
| | | Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99. | qualify for this promot | JPC rate plans DO NOT ion and cannot go on the lets. | There are no promotional features on the units activated on these plant | | | |
| | Service activation is required at time of purchase. | There are no | Must join a Great Lakes Area Business Network. | If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion. | The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99. | If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion. | | |
| | Must be a new activation, no replacements. | Discount does not apply to prior sales or batteries purchased separately. | Service activation is required at time of purchase. | Service activation is required at time of purchase. | Service activation is required at time of purchase. | Service activation is required at time of purchase. | | |
| Requirements | Replacements for the i390 are \$149, for the i600 are \$199, and for the i1000 are \$299 through the Direct Sales Channel. | This promotion is not available through Nextel Nextday. | Must be a new activation or an account set up prior to 1/1/99 that is converting all units to the Business Network between 4/1/99 and 5/31/99. No replacements. | Must activate on a new Performance Rate Plan. | Must activate on a new Performance Plus Rate Plan. | Must activate on a new Performance Enhanced Rate Plan. | | |

For New Activations

| | Portable Phone Promo | North Region i390/i600 Extra Battery Promotion | Waiver of \$3 Business Net Membership Fee | New Performance Plans | New Performance Plus Plans | Performance Enhanced Plans | Additional Line Service Plan | Referral Prgm. |
|--------------------|--|---|---|--|---|--|---|--|
| Definition | Special price of \$99 on the i390. Special price of \$149 on the i600, \$50 discount off the \$199 SRP. Special price of \$199 on the i1000, \$100 discount off the \$299 SRP. | All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only \$29.95. That's a savings of \$10 off the already low sale price of \$39.95. | Waive \$3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network. | Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date. | Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network SM . The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.) | Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. | Nextel customers can activate the Additional Line Service on their i600 or i1000 on a new promotional \$25 plan that includes 250 cellular minutes and \$0.10 overage. | \$10 per unit credit for every newly referred, activated unit. |
| Effective Dates | April 1, 1999 - May 31, 1999 | February 16, 1999 - June 30, 1999 | April 1, 1999 - May 31, 1999 | April 1, 1999 - May 31, 1999 | April 1, 1999 - May 31, 1999 | April 1, 1999 - May 31, 1999 | | May 13, 1996 - June 30, 1999 |
| | | Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99. | NOT qualify for this | on UPC rate plans DO s promotion and cannot the Nets. | There are no promotional features or activated on these p | n the Performance Plus 20 plans 4/1/99 to 5/31/99. | plan for units | New customer cannot be a previous customer of Nextel. |
| | Service activation is required at time of purchase. | There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount. | Must join a Great Lakes Area Business Network. | If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion. | The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99. | If rate plans are switched customer will lose the be minutes feature of th | nefit of the double | Referred units must be activated outside of the referring customers account. |
| | Must be a new activation, no replacements. | Discount does not apply to prior sales or batteries purchased separately. | Service activation is required at time of purchase. | Service activation is required at time of purchase. | Service activation is required at time of purchase. | Service activation is re purchas | • | Potential customers and referring customers may not be employees or their family members. |

Nextel Great Lakes Area Rate Plans

Michigan/Toledo, Northern Ohio and Columbus Markets

| | Performance Plans | | | Performance Plus Plans (1) | | | Performance Enhanced Plans (1) | | | |
|--|--------------------|---|--|-----------------------------------|------------------------|-------------------------|-----------------------------------|-------------------------|-----------------------------|---------------|
| | Performance 150 | Performance 300 | Performance 600 | Performance 1200 | Performance Plus 20 | Performance Plus 150 | Performance Plus 300 | Performance Plus 600 | Performance Enhanced 600 | Performance |
| Monthly Access Rate | \$39.95 | \$49.95 | \$64.95 | \$94.95 | \$34.95 | \$54.95 | \$64.95 | \$79.95 | \$99.95 | \$129.95 |
| Digital Cellular | | | | | | | | | | |
| Included Airtime | 150 | 300 | 600 | 1200 | 20 | 150 | 300 | 600 | 600 | 1200 |
| Double Your Minutes Promotion! (5) | 300 | 600 | 1200 | 2400 | n/a | n/a | n/a | n/a | 1200 | 2400 |
| Additional Minutes | \$0.25 | \$0.22 | \$0.19 | \$0.17 | \$0.30 | \$0.25 | \$0.22 | \$0.19 | \$0.19 | \$0.17 |
| Nextel Direct Connect | | | | | | | | | | |
| Minutes Included | 0 | 0 | 0 | 0 | 150 | 150 | 150 | 150 | NA | NA |
| Direct Connect Promotion! (5) | 50 | 50 | 50 | 50 | n/a | Unlimited | Unlimited | Unlimited | n/a | n/a |
| | | | | | | Pvt Call | Pvt Call | Pvt Call | | |
| Private Call, rate per minute | \$0.15 | \$0.15 | \$0.15 | \$0.15 | \$0.12 | \$0.12 | \$0.12 | \$0.12 | Unlimite d | Unlimite d |
| Group Call, rate per minute (1) | \$0.15 | \$0.15 | \$0.15 | \$0.15 | \$0.12 | \$0.12 | \$0.12 | \$0.12 | \$0.12 | \$0.12 |
| National Text & Numeric Paging | | , | 1 | | | | | | | |
| Numeric Pages Included | Unlimite d | Unlimite d | Unlimited | Unlimited | Unlimite d | Unlimited | Unlimited | Unlimited | Unlimite d | Unlimite d |
| Each Text Page | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 |
| Enhanced Services Promotion! (5) | | | | | | | | | | |
| Voice Mail, Caller ID, 100 TNP | n/a | n/a | n/a | n/a | n/a | Included | Included | Included | <i>Included</i> | Included |
| Optional Features | | | | | | No | tes | | | |
| Voice Mail | \$3 | (1) | Group Call and | Inter-Company P | rivate Call are r | not available on t | he Nextel Busine | ess Networks. | | |
| Caller ID (3) | \$3 | (2) A customer must subscribe to a plan with Unlimited Private Call to join the Nextel Business Networks. | | | | | | | | |
| Incoming/Outgoing Call Restrictions (each) | \$2.50 | | (Subscription fee may apply when joining the Business Networks.) | | | | | | | |
| 100 Text Messages | \$3 | (3) | (3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer | | | | | | | |
| 300 Text Messages | \$7 | | Care at 800-639-6111 to request blocking. | | | | | | | |
| 1,000 Text Messages | \$15 | (4) | Additional line of | can use any rate p | olan, including t | the \$10.00 cellula | r only plan as lis | ted under options | al features. | |
| Enhanced Services Package | \$6 | (5) | Promotions avai | lable for a limite | d time only. | | | | | |

YOU'VE NEVER USED A PHONE LIKE THIS BEFORE.SM

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YOU'VE NEVER USED A PHONE LIKE THIS BEFORE, and Nextel Direct Connect

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| Rate plans are subject to change without notice. Other restrictions may apply. |
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| Caller ID not available in all areas. |
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Michigan/Toledo, Northern Ohio, Southern Ohio and Western Pennsylvania Markets

| | National Business Plans | | | |
|---------------------------------|-------------------------|-----------------------|-----------------------|--|
| | Business Plan 600 | Business Plan 1000 | Business Plan 1400 | |
| Monthly Access Rate | \$89.95 | \$129.95 | \$159.95 | |
| Digital Cellular | | | | |
| Included Airtime | 600 | 1000 | 1400 | |
| Additional Minutes | \$0.25 | \$0.25 | \$0.25 | |
| Long Distance | Included | Included | Included | |
| Nextel Direct Connect | | | | |
| Minutes Included | N/A | N/A | N/A | |
| Private Call, rate per minute | Unlimited | Unlimited | Unlimited | |
| Group Call, rate per minute (1) | \$0.15 | \$0.15 | \$0.15 | |
| National Text & Numeric Paging | | | | |
| Numeric Pages Included | Unlimited | Unlimited | Unlimited | |
| Each Text Page | \$0.10 | \$0.10 | \$0.10 | |

| Optional Features | |
|-------------------------------------|---------------|
| Voice Mail | \$3 |
| Caller ID | \$3 |
| Incoming/Outgoing Call Restrictions | \$2.50 (each) |
| 100 Text Messages | \$3 |
| 300 Text Messages | \$7 |
| 1,000 Text Messages | \$15 |
| Enhanced Services Package | \$6 |
| 100 TNP, Caller ID, Voice Mail | |
| Additional Line (4) | |
| Monthly Access | \$10 |
| Per Minute Cellular Rates | \$0.25 |

Notes

- (1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.
- (3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer Care at 800-639-6111 to request blocking.
- (4) Additional line can use any rate plan, including the \$10.00 cellular only plan as listed under optional features.

Great Lakes Area

State of Michigan Service Pricing

Account Advantage Plan

| Account Advantage Plan | |
|--|---------------------------|
| Monthly Access Charge per Unit* | \$17.00 |
| Number of Units | Access Discount |
| 5 - 24 | 0% |
| 25 - 49 | 5% |
| 50 - 249 | 7% |
| 250 - 999 | 10% |
| 1,000 – 9,999 | 12% |
| 10,000 - 24,999 | 15% |
| 25,000 + | 20% |
| Digital Cellular Total Minutes | Airtime Per Minute |
| 0 - 499 | Rate |
| 500 - 999 | \$0.28 |
| 1,000 - 9,999 | \$0.23 |
| 10,000 - 24,999 | \$0.19 |
| 25,000 + | \$0.17 |
| | \$0.16 |
| Nextel Direct Connect SM | |
| minutes included | 0 |
| additional minutes | \$0.15 |
| Text/Numeric Paging | |
| unlimited numeric pages | Included |
| text messages included | 25 |
| each additional text message | \$0.10 |
| each operator-assisted message | \$0.50 |
| Voice Mail | included |
| Intercompany Private Call (per | n/c |
| account) | |
| · | |

^{*}Discounts are driven based on new account implementation.

| Optional Features - All Plans | |
|-----------------------------------|---------------|
| incoming/outgoing call | \$2.50 (each) |
| restriction | \$3.00 |
| 100 text messages | \$7.00 |
| 300 text messages | \$15.00 |
| 1,000 text messages | \$3.00 |
| caller ID | n/c |
| caller ID blocking ⁽¹⁾ | |
| additional line | \$10.00 |
| monthly access | \$0.25 |
| per minute cellular rate | |

^{*}A customer must have 5 or more units to subscribe to the Account Advantage plans.

^{*}Pricing effective 1/1/99. Subject to change without notice.



State of Michigan Service Pricing

^{*}Discounts are driven based on new account implementation.

| Account Advantage I | Plus | Plan |
|---------------------|------|------|
|---------------------|------|------|

| Account Advantage Plus Plan | | |
|---------------------------------------|---------------------------|--|
| Monthly Access Charge per Unit* | \$40.00 | |
| Number of Units | Access Discount | |
| 5 - 24 | 0% | |
| 25 - 49 | 5% | |
| 50 - 249 | 7% | |
| 250 - 999 | 10% | |
| 1,000 - 9,999 | 12% | |
| 10,000 - 24,999 | 15% | |
| 25,000 + | 20% | |
| Digital Cellular Total Minutes | Airtime Per Minute | |
| 0 - 499 | Rate | |
| 500 - 999 | \$0.28 | |
| 1,000 - 9,999 | \$0.23 | |
| 10,000 - 24,999 | \$0.19 | |
| 25,000+ | \$0.17 | |
| | \$0.16 | |
| Nextel Direct Connect SM | | |
| minutes included | 150 | |
| additional minutes | \$0.12 | |
| Text/Numeric Paging | | |
| unlimited numeric pages | Included | |
| text messages included | 25 | |
| each additional text message | \$0.10 | |
| each operator-assisted message | \$0.50 | |
| Voice Mail | included | |
| Intercompany Private Call (per | n/c | |
| account) | | |
| - | | |

| Optional Features - All Plans | |
|-----------------------------------|---------------|
| incoming/outgoing call | \$2.50 (each) |
| restriction | \$3.00 |
| 100 text messages | \$7.00 |
| 300 text messages | \$15.00 |
| 1,000 text messages | \$3.00 |
| caller ID | n/c |
| caller ID blocking ⁽¹⁾ | |
| additional line | \$10.00 |
| monthly access | \$0.25 |
| per minute cellular rate | |

^{*}A customer must have 5 or more units to subscribe to the Account Advantage plans.

^{*}Pricing effective 1/1/99. Subject to change without notice.

To highlight the convenience of having an additional line, we are pleased to announce a special promotional rate plan for new or existing Additional Line Service subscribers. For an incredible price of only \$25 a month, customers can get 250 minutes of cellular usage on their additional line with overages at a low per minute rate of only \$0.10.

Hurry! This offer is only available from 4/1/99 through 6/30/99. Those who sign up for Additional Line Service on this plan are guaranteed these low rates until 7/1/2000.

Customers with i600 or i1000 phones can now take advantage of the benefits and convenience of having an additional line. As a reminder, Nextel's Additional Line Service is great for...

Separating personal and business for cellular usage.

Giving employees an option to have a cellular phone, without the company having to incur the risk of additional airtime charges.

Providing an "emergency" or "important caller" identification by giving the number to a limited group of individuals.

Reducing inbound toll charges for callers to Nextel customers, by setting up a

second PTN in the local Nextel coverage area.

Even if you aren't interested in one of the above reasons, an extra 250 of cellular minutes at only \$25 is an incredible offer by itself!

Terms and Conditions

- Available to existing units, as well as new units that are activated on this plan between 4/1/99 and 6/30/99 in any North Region market.
- Cellular minutes cannot be combined (pooled) with cellular minutes on primary
- Only available to users of Nextel phones with Additional Line Service capability (i600 or i1000).
- Long distance fees are extra.

REFERRAL COUPONS

The Referral Program has not changed and has been extended through June 30, 1999.

The new referral coupon is included as the second page. Simply print as many copies of the coupon as you need. Do not make any changes to the coupon. The coupon must be completed and submitted as usual for referral credit. Please review the guidelines below for details.

Until June 30, 1999 any Nextel customer can receive a \$10 credit for each unit activated at the time of account setup on a new account that they refer to a Nextel representative.

The purpose of the Customer Referral Program is:

- 1. To motivate and incent our current customers to recommend Nextel products and services to their customers, industry peers, or other prospects.
- 2. To provide an easy method of referral and customer credit receipt.

Communication

Nextel sales representatives can communicate this program to customers and prospects. It will not be mentioned in advertising or direct mail.

Promotion Guidelines

- 1. Referred prospect must activate units within the Great Lakes Area by June 30, 1999.
- 2. Referrals must be outside of the current account. A customer cannot refer an internal department or division and receive referral credits.

- 3. A Nextel Referral Coupon must be completed and submitted with the referred prospect's Subscriber Agreement.
- 4. Referring customers will receive credit only upon activation of referred prospect account.
- 5. Dollar credit applicable only to the initial number of units activated. Subsequent account activations do not count toward additional dollar credits for referring customers.



Offer Expires June 30, 1999 Not redeemable for Cash

Nextel Referral Program Terms and Conditions

- 1. This coupon may be redeemed for a \$10.00 per unit credit to be applied against the referring customer's digital iDEN system bill. It cannot be redeemed for cash. The coupon must be signed by the new customer and must accompany a qualified new order. The credit will be applied to the air time and access fee portions of the referring customer's first digital iDEN system bill (not to equipment charges or charges for other services) following final completion and approval of a Nextel iDEN service agreement by new customer. If new customer does not become a customer of Nextel's iDEN system for any reason, the referring customer will not be entitled to any credit. Nextel shall not be obligated to accept any new customer except in Nextel sole discretion.
- 2. To be eligible for the credit, both the referring customer and the new customer must be customers on Nextel's digital iDEN system in the Great Lakes Area.
- 3. To be a qualified new order, the new order must be (i) signed by the existing and new customers, (ii) submitted to Nextel on or prior to 6/30/99, with this coupon attached to the new order. Also, to be a qualified new order, the new customer must not have been previously a customer of Nextel's digital iDEN system.
- 4. Only one coupon is permitted for each new customer.
- 5. Nextel reserves the right to alter or withdraw this offer at any time during the program without prior notice. Nextel may decline acceptance of any coupon that does not adhere to these terms and conditions.
- 6. This offer is void where prohibited by law. All disputes will be resolved by Nextel in its sole discretion.
- 7. Nextel employees and their families are not eligible for the credit and may not be new customers entitling referring customers to the credit.

| Existing Nextel Customer Providing the | 1 , | | |
|--|------------|--|--|
| Name: | | | |
| Company: | | | |
| Account #: | | | |
| Signature: | | | |

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